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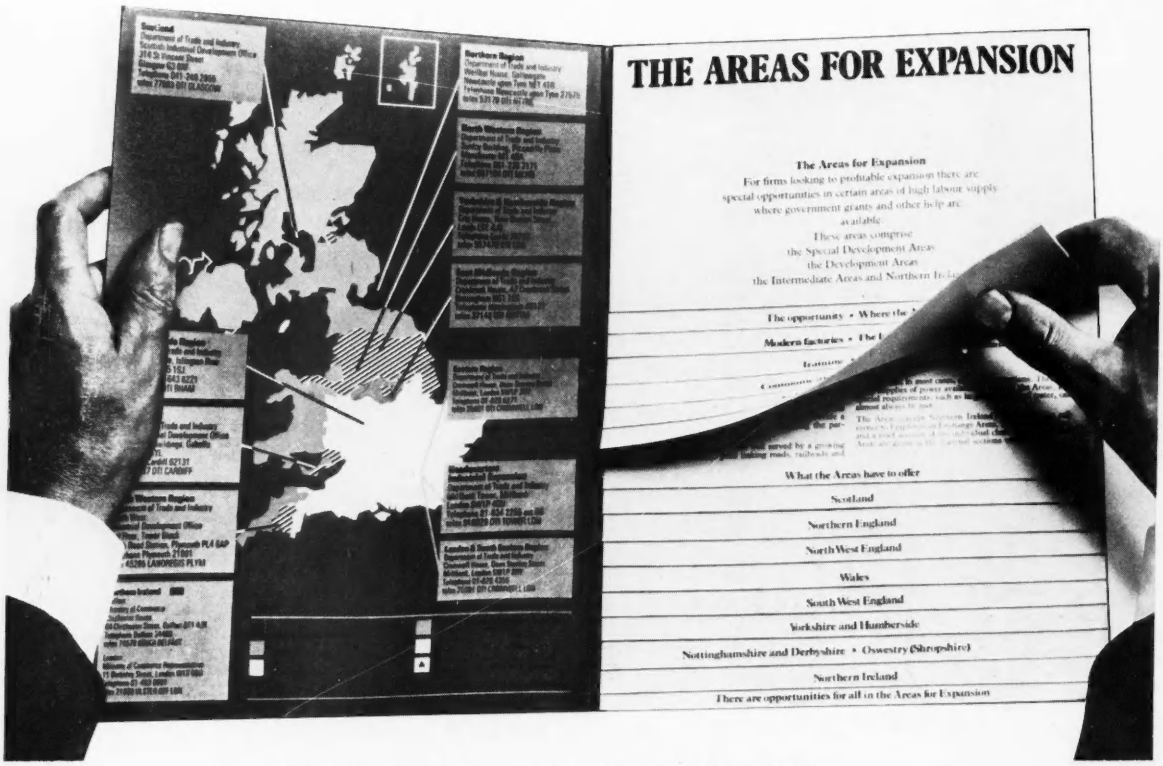

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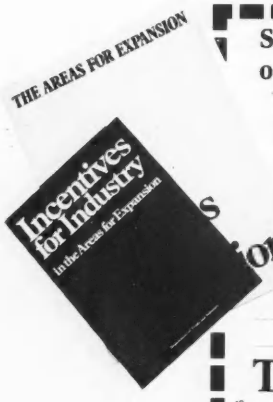

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Education and training for overseas trade

by David J. Liston, MBE

SUCCESS in business is not something easily learnt from books or from classroom teaching; nor when it comes to training is there any real substitute for experience in the field. This applies over the whole range of business activities, but nowhere more so than in exporting and in the conduct of overseas trade. For trading abroad tends of its nature to be particularly complex and demanding; whilst in addition it is most frequently carried out in unfamiliar and often isolated circumstances, where all the businessman can fall back on is his experience, his commercial instincts and his native wit.

This is, however, far from saying that education and training have only a minor contribution to make to the successful management of business affairs. If this were so, it would be strange indeed to find the most rapid expansion of management education currently taking place in France or the Japanese queueing up, as they are, for entry into the Continental Business Schools. In Britain, too, both industry and Government have made big investments in business education and training; and whilst few can be satisfied with the results so far achieved, there is now a growing acceptance of the benefits to industry which should ultimately emerge.

An area of special significance

In their initial report of July 1972, the British Overseas Trade Board accepted education and training as an area of special significance for the achievement of their own economic and commercial objectives. They therefore decided to take a closer look at what teaching resources were at present on the ground; at how these sources were being used; what results were being achieved; and what room there appeared to be for improvement. The results of the inquiry, which I was invited to carry out on the Board's behalf, were presented to them in the form of a personal report on the current situation, together with some suggestions for future action both by the Board itself and by the other interested parties.

The Board has now published the report, not by way of commitment to any particular recommendation on the part of themselves or of the responsible Government Departments, but in the interest of disseminating information and promoting discussion on a subject which they feel has emerged as one of crucial importance for the success of their own promotional activities and of the country's total effort in exports and overseas trade.

The dividing line between 'education' and 'training' has been much disputed in academic and training circles without however any noticeable clarification of the issue. Fortunately, so far as overseas trade is concerned, the precise distinction between the two is less important than the fact that together they constitute an integrated system which straddles a wide spectrum of teaching activities in schools, colleges, polytechnics and universities; professional institutes; language schools,; management and staff colleges; and training centres of Government, consultants and of private firms. The combined resource is very great, as indeed it must be. For it has to cater for a very wide range of needs, extending from schoolchildren and school-leavers, through technicians, salesmen, clerks, office managers and technologists, to the senior management of major exporting companies and the large multi-national firms.

What needs to be taught and to be learnt within the system is equally varied. Within schools, the history and significance of Britain as an international trading nation has normally found its place (although often with inadequate emphasis) in the teaching of history, geography and sixth form economics. Now, with the development of schools courses in business studies, there are more opportunities to bring overseas trade into sharper focus for an increasing number of sixth form students. Moreover, some of the more recent proposals of the Schools Council should help an even wider acceptance of overseas trade, both as an educationally viable subject in itself and as a valuable adjunct to career induction.

The motivation of young people towards overseas trade is in fact a major concern of the Board and for this reason they attach great value not only to these pioneer efforts in schools but also to the influence of the various voluntary bodies who seek to bridge the gap between school-leaving and career entry.

David Liston is the author of 'Education and Training for Overseas Trade,' an inquiry carried out for and published by the British Overseas Trade Board. Copies of the report, which has been widely circulated in the education field, in industry and commerce and in Government, are available free from the British Overseas Trade Board, Publicity Unit, Room 231A, 1 Victoria St, London SW1H 0ET. (Tel: 01-222 7877 Ext. 3467).

David Liston was an industrial adviser to HMG based on the Ministry of Technology (1969-70) and the Department of Trade and Industry (1970-72). He is currently Pro-Director of the Polytechnic of Central London, Visiting Fellow at the Administrative Staff College at Henley, and a director of Economic Consultants Ltd. He is author of *The Purpose and Practice of Management*, published by Hutchinsons in 1971, and general editor of their 'Practical Business Management' series.

Within the Higher Education establishments—colleges, polytechnics, and universities—the range of subjects which bear on overseas trade is extremely wide—politics, economics, geography, social studies, languages and law; and in addition banking, insurance and finance; export selling and marketing; transportation and physical distribution; and export documentation and procedures.

The traditional universities with their discipline-based curricula find it far from easy to isolate overseas trade as a discrete subject, and much of the teaching in this field tends to be within the 40 or so university-based management schools or departments (including the business schools) or under some special auspices, such as the newly created Chairs of International Business at Edinburgh and Reading and the Centre for Japanese Studies at Sheffield.

The technological universities (formerly CATS) are on the whole more flexible in their approach to inter-disciplinary courses. Loughborough, Salford, Aston and Strathclyde, for instance, all show interest in the marketing problems of engineering-based industries, and this interest is in turn reflected in the design of their engineering courses. Similarly, Bath, Surrey and Heriot-Watt are highly enterprising centres for some very relevant types of language teaching. In addition, the City University (as well as the City of London Polytechnic) offer courses slanted towards international banking, insurance and finance.

Amongst the 'new' universities, Lancaster and Warwick are concerned with international marketing, York in the development of language teaching technology and Sussex in the study of international institutions. Finally, Cranfield, which has its own special status in the university system, teaches overseas trade in its courses and, like the London Business School, is seeking to develop teaching material based on case studies drawn from British industry.

Most of the university courses find parallels within the degree and diploma courses of polytechnics and colleges of technology, including the Thames Polytechnic's degree course in international marketing; and the post-graduate diplomas at High Wycombe College of Technology and at North-East London and North Staffordshire Polytechnics. There are also a number of courses in the same field leading to HNC and HND, notably at Bristol and Sheffield Polytechnics, West London College and Edinburgh College of Commerce. Amongst the many short courses, there are some interesting programmes at the Polytechnic of Central London slanted towards the export possibilities of new technologies, such as mini-computers.

Teaching resources for professional institutions

But perhaps the biggest contribution of this 'Further Education' sector, with its total of more than 600 institutions, is in providing a local or regionally based teaching resource for many professional institutes (including the Institutes of Marketing, Export, Banking and Insurance) as well as for the Chambers of Commerce and the Chamber of Shipping, many of whose syllabuses and examinations bear upon visible and invisible exports, on distribution or on some other aspect of overseas trade, including languages and law.

Outside the formal education system, there are the independent colleges of Henley, Ashridge and the private consulting companies; the British Institute of Management; the Language Schools and Laboratories; the European Business Schools in France, Belgium, Switzerland, Italy and Spain, including the fine new establishments of the French Chambers of Commerce; and the teaching activities of Government itself through the Civil Service College; the language courses of the Foreign Office; and the highly successful courses run for industry by DTI on export promotion and by the Department of Employment on export documentation and procedures.

Finally, though by no means least, there are the training activities within industry itself. These include some formal exchange schemes with young engineers and managers from overseas run in conjunction with the Government, Institute of Directors, CBI and Botex; and a much larger number of informal exchanges and attachments with the firms' own subsidiaries and associates. They also include export courses in company training centres and outside; language training, preferably abroad; and technical seminars at home and overseas for customers and suppliers. It is all very expensive, not least because of the high rate of wastage of trained export staff, and also very difficult to remunerate because so much of a firm's export training needs to be carried out in the field and therefore tends to fall outside the rather rigorous models devised by Industry Training Boards for their grants and exemptions.

An encouraging pattern of education and training

The general pattern of overseas education and training is, however, on the whole by no means discouraging. There is plenty going on, a good deal of it of high quality. There are many new initiatives, particularly in the design of courses and in the increasing number of joint programmes between colleges and institutions in England and appropriate establishments in Europe. The system is, of course, fragmented and rather wasteful and communication is often less good than it should be, both within the system itself and with its customers in industry and commerce. As a result too many courses fail through bad design, inadequate teaching resources or simply because in a field of marketing expertise the teachers themselves for one reason or another have failed to establish and hold the market for their product.

In this situation, the first priority seems to be not so much to create new resources as to deploy and use more effectively the resources which we already have; and here there is a good deal to be done both by BOTB and by many departments and organisations with interests in the field. Teaching areas for instance can be selected for special concentration, including perhaps the international marketing of capital goods, invisible exports, oral fluency in languages, East-West trade, simplification of international trade procedures and the problems of European Entry.

There are also far too few teachers with real experience in the field and severe problems to be overcome in attracting and holding suitably qualified men from industry. More time needs to be spent abroad both by students and teachers and ways found to share the cost more equitably. Above all, attitudes need to change and ways found of attracting the best people to this difficult, frustrating but infinitely rewarding field of activity.

In pursuing its interests in this field, the Board will be working in the main through the Government Departments with policy responsibilities in the area, particularly the Department of Education and Science, the Department of Employment, and the Department of Trade and Industry; and also through the many representative and co-ordinating bodies who seek to bring together the diverse interests of the academic world, of industry and of Government. Moreover, much of the work will of necessity be done on a regional basis through the Chambers of Commerce, Local Education Establishments and also the newly-created Regional Management Centres as well as through the regional offices of Government.

It is a complex and difficult area with many interests to be reconciled. The Board's initiative has, however, been generally welcomed and there seems every prospect of substantial progress in the future in a field where much is at stake for our national interest.

UK seriousness and realism pay off at Poznan

From G. J. B. Williams, Second Secretary (Commercial), British Embassy, Warsaw: The 42nd Poznan International Trade Fair was opened, June 10, by the Polish Minister of Foreign Trade, Mr. Tadeusz Olechowski. Mr. Gierek, First Secretary of the Polish United Workers Party, the Prime Minister, Mr. Jaroszewicz, and the Chairman of the Council of State, Mr. Jablonski, as well as other members of the Politburo were at the opening. Lord Limerick, Parliamentary Under-Secretary of State for Trade, and the British Ambassador, Mr. T. E. Brenchley, officially attended the opening ceremony before visiting all the British pavilions.

This year's June fair was the first to be exclusively for capital goods, consumer goods, along with printing and packaging machinery, having been transferred to a second international fair to be held in the autumn. This releases some much needed additional space for British firms to show off their latest products of advanced technology.

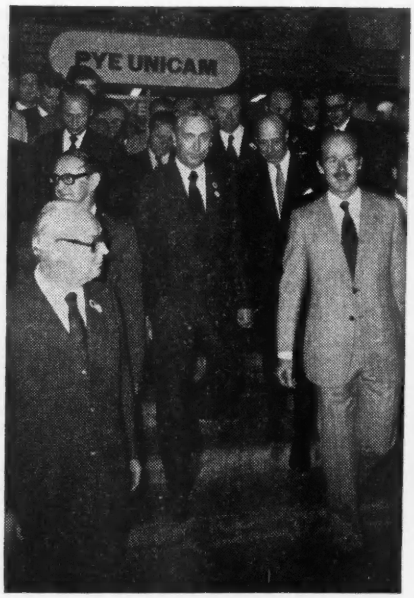
Britain was the second largest foreign exhibitor after West Germany with well over 120 firms on 93 stands represented either directly or through agents. This was 20 more than last year. The total space occupied in the three BOTB-sponsored pavilions was 6,700 sq. m. Because of the tremendous demand for space from British industry the upper floor of an additional pavilion had been obtained for this year but, even so, the total amount was still insufficient to accommodate all firms wishing to take part. With space in the fairground strictly limited, and given the ever-growing popularity of the fair, next year's scramble for space among the Western nations is likely to prove even greater.

British firms' exhibits were well tailored to match Polish investment requirements under the present five-year plan, with machine tools, scientific and measuring instruments, shoemaking machinery, process control equipment, computers, valves, pumps, diesel engines, laboratory and hospital equipment and cranes and mechanical handling equipment.

Particularly prominent were the Sparcatron, Hayes, Herbert BSA and Matrix, Churchill machine tools, the Pye Unicam analytical instruments and telecommunications equipment and the cutaway Perkins diesel engines. Mining equipment was well represented with the huge Anderson Mavor coal-cutting machine and the Dowty mining hydraulic roof supports which drew large interested crowds. In the outside sites the skyline was dominated by the giant Jones and Coles cranes, while mechanical handling and road-making equipment and marine radar were also much in evidence.

On the opening day Mr. Gierek, accompanied by leading members of the Government and Party, visited four Western pavilions including the two main British ones where they were shown around by Lord Limerick. After the tour of the pavilions, Lord Limerick had a private meeting with the Party leaders at which some major contracts under negotiation and Anglo-Polish trade and industrial co-operation were discussed.

Last year was a good year for British firms at Poznan and, with an investment boom well under way as the present five-year plan passes its halfway stage, it was expected that this year would be good, too. This expectation was more than borne out by events, with the great majority of firms reporting excellent business. Many firms which had brought large and expensive pieces of equipment to the fair in the hope of on-the-spot sales were not disappointed. Orders signed during the fair reached £3.5 million, while other business under negotiation during the fair, which should shortly be concluded, should push the figure to well over the £5 million mark. One firm exhibiting for the first time was staggered to receive serious inquiries from Polish and Romanian buyers amounting to half the firm's annual production.



Seen at the Poznan International Fair are, in the foreground, Lord Limerick, Parliamentary Under-Secretary of State for Trade, right, and Mr. Jablonski, Chairman of Poland's Council of State, left. Following, between them, are Mr. Gierek, First Secretary of the Polish United Workers Party, and Mr. T. E. Brenchley, British Ambassador.

Polish buyers showed particular interest in special purchase machine tools, chemicals, industrial valves, measuring instruments, electronic computers, computer peripherals, road-making and mechanical handling equipment, cutting tools and laboratory equipment.

A large number of inquiries for products not actually on show was also taken at the DTI Trade Information Counter and these will shortly be disseminated to industry via the Export Intelligence Service computer.

Britain's 34th participation in the Poznan Fair was the most successful yet in terms of orders received and under negotiation. This success is undoubtedly due to the seriousness and realism with which British firms now view the opportunities in the Polish market, both for straight sales and for industrial co-operation ventures. These have been created by the heavy investment programme and the determination on the part of the present Polish Government to speed up the modernisation of the economy with the help of Western credits. As a result, Britain's export to Poland, already showing a 62 per cent increase in the first quarter of this year, should easily top the £100 million mark in 1973, with the prospect of another good year in 1974.

The sound of music—and money—in Chicago

From E. W. Kelly, Commercial Dept., British Consulate-General, Chicago: The 72nd Annual Convention and Exposition of the National Association of Music Merchants was held in Chicago, June 16-19. The Association of Musical Instruments Industries sponsored the British contingent of seven companies, which showed a varied line of products that were exhibited in the main area of the McCormick Place Exposition Hall in Chicago.

The type of products the British companies exhibited were varied and included pianos, percussion instruments, drums, bagpipes and amplification equipment. Also shown was a variety of accessory items, such as strings for guitars and banjos, as well as recorders.

This long-established trade show is the most important musical convention held on the North American continent and it draws buyers not only from the USA but also from Canada, Mexico and many other countries from around the world, such as Japan, South Africa and many countries in Europe.

Because of its importance this particular convention can be considered a buying show and quite a few new orders are written during the exhibition. This year's show was no exception to the rule—and the level of new orders taken at the show set an all-time record.

All British participants received, in addition to orders, quite a bit of interest from additional potential distributors and new customers, which in turn reflected a greater interest in quality British musical instruments. The show generally was a resounding success and all British participants reported that, because of inquiries received from buyers and orders written during the show, they were extremely pleased with the results and looked forward to increasing their business on the North American continent, particularly in the USA, in future years

Warsaw: concerted effort by UK participants

From M. J. Peart, British Embassy, Warsaw: Eleven British manufacturers, one publisher and a trade association were represented at an exhibition which ran concurrently with the Seventh International Conference on Non-Destructive Testing held at the Palace of Culture and Science in Warsaw, June 4-8.

Under the BOTB joint venture scheme, these firms formed a national exhibit in their own hall and presented a wide range of British non-destructive testing equipment. There were over 230 papers presented to delegates from 32 countries at the conference which, being the first held in Eastern Europe, drew many visitors from the Socialist countries.

The Non-Destructive Testing Society of Great Britain had an information stand and IPC Science & Technology Press Ltd. was promoting its journal *Non-Destructive Testing* and other specialist technical publications.

Baugh & Weedon Ltd. showed its ultrasonic flair detectors, Brent Chemicals Ltd. displayed a fluorescent penetrant system and a number of firms including A. M. Lock & Co. Ltd., Magnaflux Ltd., Elcometer Instruments Ltd., CNS Instruments and Teledictor Ltd. demonstrated their electro-magnetic equipment. Those firms exhibiting equipment concerned with radiology included The Radiochemical Centre, Radiation Dynamics, C.S. Products (Testing Equipment) Ltd. and Pantak Ltd.

All the exhibitors were pleased with the number of new contacts they made during the conference, especially with users in Eastern Europe which is a market new to most of the firms.

BOTB will aid over 1,100 UK firms at overseas events in next quarter

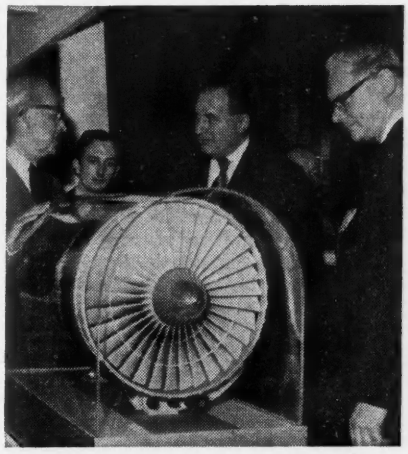
OVER 1,100 British firms will be supported at overseas trade events during the three months July to September by the British Overseas Trade Board. Assistance will be given to firms participating in 69 trade fairs in 32 countries, together with 18 store promotions and two British Shopping Weeks. In addition, the Board will support 32 outward missions, involving 421 members, who will be visiting 15 countries. This is a substantial increase over the corresponding quarter of 1972, when 23 outward missions, involving 212 members, were sponsored.

One of the main overseas events is the official opening of the British Export Marketing Centre in Tokyo on September 21. This will be closely followed by the London Fashion Festival in Tokyo.

International events with British group displays—under the Board's joint venture scheme—include: the Hanover International Machine Tool Exhibition (IHA); the Essen Welding and Cutting Exhibition; the Exhibition for Electro-Optical Systems and their Applications in Industry and Research (LASER 73) in Munich.

The BOTB will also be supporting large group displays at the Sao Paulo International Aerospace Exhibition, the San Francisco Western Electric Show and Convention (WESCOL 73) and the Brno and Melbourne international engineering fairs. There will be British pavilions at international trade fairs in Algiers, Auckland, Plovdiv and Tehran. In Bangkok there will be a British Technological Sympsosium—the first in this area.

For consumer goods manufacturers, there will be joint ventures at the Cologne International Men's Fashion Week, the Cologne International Fine Foods and Provisions Exhibition (ANUGA) and the Paris International Leather Week.



Mr. Peter Emery, Parliamentary Under Secretary of State for Industry and Consumer Affairs (second from right), and Mr. Clark, Vice President of the International Gas Union (right) visit the Rolls-Royce stand at the International Gas Conference and Exhibition, Nice.

World demand for gas discussed in Nice

From J. Patanchon, Commercial Attaché, British Consulate-General, Marseilles: Held at the Palais des Expositions, Nice, June 3-8, the 12th International Gas Conference and Exhibition attracted some 3,000 delegates from 32 countries. Twenty-five British exhibitors took part in a Joint Venture sponsored by the Society of British Gas Industries and supported by the British Overseas Trade Board. A number of conferences and meetings were organised throughout the event.

This event was timely because it is currently reported that, should the demand for gas energy continue to grow at the present rate, the gas industry will be in difficulties unless new gas fields are discovered and exploited in the near future. This was the main theme of discussions in Nice, where world experts seized this opportunity to report and exchange new thoughts and ideas on this subject.

Equally, a great deal of time was spent on world gas manufacture, transport, distribution and marketing. UK participants and exhibitors contributed to this exchange of views, bringing the trade's attention to the latest British achievements and technical know-how in this field of activity.

In spite of the fact that this Conference cannot be regarded as a commercial event, some British exhibitors were satisfied with their performance in Nice and saw value in taking part. LP Gas Equipment Ltd. received inquiries from Tunisia for 5,000 special type regulators. Brian Donkin Ltd. received expressions of interest from companies in Italy and Spain for their valves, regulators and compressor equipment. US and European gas appliance manufacturers who visited the Plessey Winding Division stand expressed interest in the company's ignition gas cooler units and monitoring device units.

The International Gas Conference and Exhibition, held every three years, will next take place in 1976 in London.

MISSIONS and TOURS

Australians view UK toolmaking

AN Australian trade mission has taken a close look at the manufacturing methods of Britain's hand tool industry and, as part of its tour, arrangements were made for it to visit four subsidiaries of the James Neill Group. The mission, a party of 20 representing major Australian distributors of hand tools, was the first to visit Britain at the invitation of the Federation of British Hand Tool Manufacturers and spent two weeks in this country, visiting some 17 factories in the Sheffield and Birmingham areas.

The party, which arrived in Britain on June 30, visited Britool Ltd., Wolverhampton, manufacturer of spanners and wrenches, and Elliott Lucas Ltd., Cannock, manufacturer of pliers, nippers and pincers, on July 2. During a tour of the Sheffield area on July 11, the party visited James Neill (Napier Street) Ltd., manufacturer of Eclipse hacksaw blades, engineers' hand and cutting tools and magnetic tools, and Moore & Wright (Sheffield) Ltd., manufacturer of micrometers and other precision measuring tools.

Brian Major, Neill's overseas sales manager, says that more and more tool manufacturers are becoming aware of the important role Australia is playing as an export market and he feels sure that this visit will strengthen the already sound trade relationships between the two countries.

The marketing of James Neill products in Australia is handled by a wholly-owned subsidiary, Eclipse Tools (Sheffield) Pty. Ltd., with warehouses in Melbourne, Sydney, Brisbane, Adelaide and Perth. Exports to Australia account for over 8½ per cent of James Neill's total overseas trade.

Tool group on third tour of New Zealand and Australia

GROUP of 13 senior industrialists, under the sponsorship of the Machine Tool Trades Association, with British Overseas Trade Board support, left London by air, July 12, on a one-month sales visit to New Zealand and Australia.

This is the third similar mission conducted by the MTTA: previous visits were in 1966 and 1969.

Commenting on mission prospects Howard O. Barrett, general manager, MTTA, who will be in attendance throughout, explained that members of the group are largely following independent itineraries, visiting existing and potential customers with their agents, but on a number of occasions will act corporately to meet government departments and similar bodies.

The mission, led by C. R. Perks, sales director, Wickman Machine Tool Sales Ltd., Coventry, returns to London August 11.

Members of the Federation of British Hand Tool Manufacturers' Australian Mission are shown the manufacture of hand drills at the Stanley Tools factory, Woodside, Sheffield. Their guide (right) is Mr. John Bowie, Stanley export manager.

Seen during their visit to the Oldbury and Streetly factories of British Industrial Plastics (Turner and Newall Ltd.) is this party from the Chinese Chemical Engineering Society. Led by Miss Fai Feng-O, the delegation had earlier visited the BIP stand at Interplas (Olympia, London). The party was welcomed by C. J. Sinclair (Director of BIP), pictured talking to Miss Fai Feng-O and much of the arrangements had been handled by E. J. Gibson (centre rear) who represented BIP at the recent British Industrial Technology Exhibition in Peking.

Businessmen find some firm orders and good outlook in East Europe

SLOUGH and District Chamber of Commerce and Industry has reported on the results of a seven-strong mission to Hungary, Romania and Poland. Another in the series organised by the Chamber to Eastern Europe since 1965, it was the smallest numerically but was wholly technologically based so that prospects of long-term business were high.

John Peck, Secretary of the Chamber, states that the smallness of the party is explained by the fact that many of those who went on previous missions now travel regularly and independently to the markets following initial contacts and that those not yet doing business with Eastern Europe are fully occupied within Western Europe following entry into the EEC.

'As previously, prior contact was made with Commercial Officers at our Embassies overseas well in advance of our departure', says Mr. Peck. 'This is essential, particularly for those who have no previous experience of the markets. Although our programmes of visits were in the hands of the State chambers of commerce in the countries concerned, the Embassies were ready with additional appointments to supplement those made by the chambers—in many cases exceedingly useful. In fact, as our members have reported, "the work done by the Embassies on our behalf was excellent".

'Little difficulty was encountered with "language barriers", for three reasons: this was a "professional" mission of experienced exporters, who all had some French or German; our Embassy staff were able to assist at receptions; and interpreters were provided either by the State trading organisations or by arrangement with the Embassies.'

The members of the Mission, in addition to Mr. Peck, were: W. C. Burgess, F. H. D. Furnaces Ltd. (sintering furnaces); J. Moore, Metals and Methods Ltd. (nickel products and nickel alloys); N. L. Pigache, Douglas Firebrick Co. Ltd. (firebricks); P. Morgan, A. P. Green Refractories Ltd. (refractory materials); A. M. Letts, Barden Corporation Ltd. (precision ball-bearings); A. G. Rosenfeld, Crane Packing Ltd. (mechanical seals and gland packings).

They were in Hungary, April 30 to May 5; Romania, May 5-12; Poland, May 12-18.

Mr. Peck concludes in his report: 'In general, most members came away with firm orders, all with good prospects. Close on £100,000 of business was written during the tour, while prospective business amounted to over £1 million —one company returned shortly afterwards to sign a contract worth nearly £800,000.

'A pleasing feature is the enhanced prestige which our Embassy staff have attained. To quote from one member's individual report, "... the Commercial Departments of the Embassies ... in each case were extremely helpful and provided a very great amount of assistance in arranging visits and dealing with urgent documentation."

'Technical seminars were held in a close co-operation with the local chambers of commerce, which prove a satisfactory way of talking to technicians who can influence business in your direction. In one case, they led to a return visit to Romania within two weeks of our leaving there, to further an order about to be placed by the petrochemical complex.'

Hardware buying mission from Australia

UNIVERSAL Exhibitions Ltd., proprietors of the International Hardware Trades Fair, is organising an inward buying mission from Australia for the 20th International Hardware Trades Fair to be held in the Grand, Empire, National and West Halls, Olympia, London, January 28-February 1, 1974.

The buying mission will comprise six members, representing 32 companies, of Eastern Suburbs Ltd. and Mitre Ten Australia—a large wholesale hardware buying organisation. The mission will be headed by chairman John S. Wright.

Trade mission to Mississippi in October

LONDON Chamber of Commerce and Industry is sponsoring a trade mission to visit the Mississippi Valley, USA, October 15-31, which will be led by Lord James Crichton-Stuart, Director and Head of International Operations of Coutts and Co.

The British diplomatic post in St. Louis has recommended that there are opportunities for UK exporters in the following fields:

Industrial: industrial equipment such as engines, pumps, valves, compressors, fastening devices, pneumatic and hydraulic equipment, abrasives, machinery and electrical motors; heating and cooling-air equipment; construction equipment; mass merchandise hardware items and hand tools; building supplies such as door hardware and metal windows; packaging and handling equipment; industrial and urban pollution control devices, eg for water treatment, sewage disposal and effluent disposal; security alarms and protective systems; medical, surgical and hospital supplies.

Consumer: small housewares; sporting goods; toys; giftwares; china, cutlery, glassware; fashion jewellery; florists' supplies.

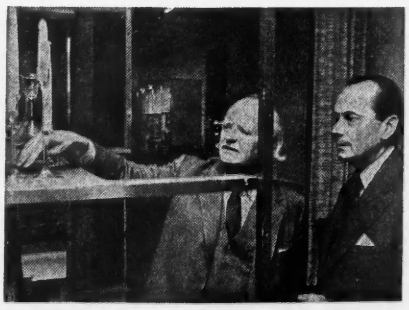
The objectives of the mission are to undertake a hard selling exercise on the market and to investigate the long-term potential of the Mississippi Valley as a major development area of the USA.

China visit to ICI plant

FIRST delegation of 10 specially-chosen members of the Environment Survey Group of the Scientific and Technical Association of China has just completed a month's visit to Britain. Their purpose was to assess for themselves British expertise in anti-pollution technology and its value to China.

The visit, organised by the Sino-British Trade Council, first took a broad view of Britain's know-how by visiting ENPOCON at Earls Court and then followed-up with visits of specific interest.

ICI's Pollution Control Systems was the first and at the headquarters in Hyde, Cheshire, the delegation discussed knowledge and hardware, learning in detail about the high-rate biofiltration system, 'Flocor' of which there are now nearly 300 plants in operation throughout the world.



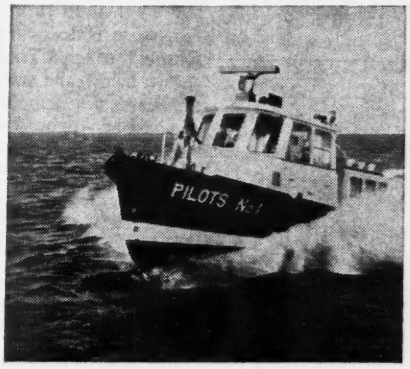
His Excellency Dr. Miroslav Zemla, the Ambassador for Czechoslovakia (right) and Sir Paul Reilly, Director of the Design Council, view a display of Wedgwood glass at the Shopping in Britain exhibition in London. The Ambassador and Mrs. Zemla were shown round the Design Centre by Sir Paul and Lady Reilly.

British brake and clutch systems for European vehicle consortium

AUTOMOTIVE PRODUCTS LTD. of Leamington Spa has announced a major order for commercial vehicle braking and clutch systems worth over £2 million annually. The order, placed by a consortium of European commercial vehicle manufacturers, has been won by the group's European sales organisation against strong competition from other component manufacturers. Delivery starts early in 1974.

The purchasing consortium was formed over a year ago by four leading European truck manufacturers—Volvo, Saviem, Daf, K. H. Deutz—with the object of pooling resources on research, development and purchasing. The £2 million-per-year order is the first to be placed with a British component manufacturer by the consortium and follows closely the radical reorganisation of AP's sales and marketing operations within the European Community.

The AP Group already exports over 20 per cent of its components. Those currently specifying AP equipment include: Ford of Belgium and Germany; Unic and Massey-Ferguson, France; Daf and Van Dorne, Holland; Fiat/OM, Alfa Romeo, Ferrari, Maserati, Lamborghini and Massey-Ferguson (Landini), Italy; Saab, Scania and Volvo, Sweden; and Steyr of Austria.



New pilot launches for Mina Zayed, Abu Dhabi. In Abu Dhabi two 40 ft. pilot launches of solid fibre glass construction, built by Isle of Wight boat builders David Cheverton Ltd., recently successfully underwent their acceptance trials, achieving speeds substantially above those specified both for pursuit and continuous rating. The two vessels are powered by twin Perkins T.6.354M diesel engines and are fitted with Kelvin Hughes F17 Radar and Dymar VHF radio. Also delivered were two 27 ft. mooring launches of solid fibre glass, constructed by David Cheverton Workboats Ltd., Cowes, Isle of Wight, powered by Lister SW1MGR2 diesels.

Mini calculators going to Japan

SINCLAIR RADIONICS of St. Ives, Hunts, is to export more than 30,000 'Executive' pocket calculators to Japan under a new agreement. The order is valued at £750,000 and the calculators will be supplied over the next 18 months with shipments starting immediately. Further substantial orders are expected by Sinclair to follow.

According to Clive Sinclair, founder and managing director of the company, the contract represents a breakthrough in the export of UK-manufactured miniaturised electronic equipment to Japan.

The company—claimed to be the largest European electronic calculator manufacturer—introduced the 'Executive' as the 'world's smallest pocket calculator' in June 1972. Measuring 2¼ by 5½ in., just over ¼ in. thick and weighing 2½ ounces, the units are powered by four tiny hearing aid batteries. Current production is 14,000 units per month which will be increased to cope with the Japanese order. More than 80 per cent are exported.

The 'Executive', awarded a COID Design Award 1973, is assembled at locations throughout the UK, though despatch is from St. Ives, following quality control inspection. All units carry a five year guarantee.

The 'Executive' will be marketed in Japan at the equivalent of £69 as a prestige item at a deliberately high price where more than 100 brands of indigenous portable calculators are available. Sales targets are successful young businessmen.

Agents in Japan are Van Jacket who will be selling the calculator in the Ginza, Tokyo, where top businessmen entertain potential clients. Additional outlets will be Van Jacket's own executive boutiques. Of its 700 shops, 250 are aimed specifically at the up-and-coming executive. Distribution will also be via a complex network covering the whole of Japan: major departmental stores, business machines shops, mail order companies, camera and hi-fi stores and golf shops.

S. African Rail takes £¼m truck control scheme

RACAL-MILGO has won a repeat order worth nearly £250,000 to supply high-speed data transmission equipment to the South African Railways and Harbour Board. The equipment is to form part of a comprehensive nationwide truck control scheme which, when fully operational, is claimed will be one of the most advanced in the world.

The major portion of this latest order covers the supply of the Reading-based company's type 4600/48 Modems. These form vital links in a real-time-on-line system through which SARHB will have immediate access at any time to the location, destination and contents of all trucks on its rail network.

A feature of the data transmission facility is the extensive use of 'multidrop' and 'multiport' modem operating techniques which greatly extend the available capacity of the connecting land-lines by enabling a number of modems to operate on a shared basis over the same line. The Racal-Milgo Modem 4600/48 is particularly suited to such applications.

With this latest order, Racal-Milgo has now supplied equipment worth close on £500,000 to the SARHB.

S. P. DIVISION "GATHERING FOR EXPORT"

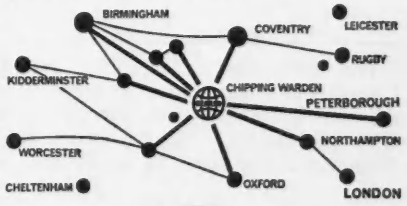
A service designed to meet the needs of international minded companies based anywhere in the British Isles, who are buying a wide range of component products in the U.K. for export to overseas clients or subsidiary companies.

This new cost effective gathering and packing service offers companies the following advantages:

1. By gathering all component products at one point S.P. Division pack development can minimise the total shipping cube while meeting overseas storage and distribution requirements. In addition all U.K. purchases are grouped to give further saving from groupage shipping rates.
2. S.P. verification of goods purchased and received against client company orders placed, eliminates costly delays and missing components overseas.
3. S.P. stringent stock and quality control procedures ensure consignments are correct and packed to specification. In addition, an order chasing service can be provided.
4. Content lists. (Goods are packed in a sequence to meet the requirements of customer overseas.)
5. Assembly operations. (Components made at various locations in the U.K. can be collated and assembled by our staff.)
6. Lower costs because of our bulk buying power for packing materials.

There are many other advantages and cost savings for companies using this service.

For further information: telephone Chipping Warden (029-586) 621ext. 222.



EPS

S. P. DIVISION
EXPORT PACKING SERVICE LTD

Disclosure of information on imports of textile machinery

CONSIDERATION is being given under Section 3 of the Finance Act 1967 to the disclosure of information relating to the import of the following goods:

SITC(R)		Code number
717.11	Machines for extruding man-made textiles; machines of a kind used for processing natural or man-made textile fibres; textile spinning and twisting machines; textile doubling, throwing and reeling (including weft-winding machines)—	
	New machines (excluding parts and accessories)—	
	For extruding man-made fibres	8436 0004
	For processes preparatory to spinning and twisting—	
	For cotton	8436 0075
	For wool	8436 0214
	For other textiles	8436 0335
	For spinning and twisting—	
	For cotton	8436 0470
	For wool	8436 0602
	For other textiles	8436 0730
	Winding machines	8436 0876
	Other	8436 1017
717.12	Weaving machines, knitting machines and machines for making gimped yarn, tulle, lace, embroidery, trimmings, braid or net; machines for preparing yarns for use on such machines, including warping and warp sizing machines—	
	New machines (excluding parts and accessories)—	
	Warp tying and warp drawing machines	8437 0009
	Looms—	
	For carpets and pile fabrics	8437 0112
	For narrow fabrics	8437 0240
	Other descriptions—	
	Automatic weft replenishing	8437 0386
	Other	8437 0518
	Hosiery and other knitting—	
	Circular—	
	For stocking hose	8437 0653
	Other	8437 0703
	Non-circular warp knitting	8437 0774
	Other (including flatbar)—	
	Power operated	8437 1036
	Other descriptions	8437 1171
717.13	Auxiliary machinery for use with machines of 717.12 (for example, dobbies, Jacquards, automatic stop motions and shuttle changing mechanisms); parts and accessories suitable for use solely or principally with the machines of the present heading or with machines falling within 717.11 or 717.12 (for example, spindles and spindle flyers, card clothing, combs, extruding nipples, shuttles, healds and heald-lifters and hosiery needles)—	
	Other—	
	Auxiliary machinery—	
	For use with weaving machines	8438 0409
	Other	8438 0544
717.15	Textile bleaching, washing, dressing, coating, printing, etc. machinery (excluding domestic washing machines)—	
	Other—	
	New—	
	Bleaching and dyeing machinery	8440 1401
	Printing	8440 1547
	Other finishing	8440 1668
	Other	8440 1807

The Government is consulting the Association of British Chambers of Commerce on this proposal, and the Association will take into account any views received from importers by August 9, 1973. The address of the Association is: Association of British Chambers of Commerce, 68 Queen Street, London, EC4N 1SL.

Applications for temporary exemption from import duty

THE Department of Trade and Industry is considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Department of Trade and Industry, Kingsgate House, 66-74 Victoria Street, London SW1E 6SJ, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by August 2.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
05.08	Bones and horn cores, unworked, defatted, simply prepared (but not cut to shape)	Bones	December 31, 1973	11196
15.10	Fatty alcohols, normal, primary, synthetic, having an iodine value not greater than 10 and an acetyl value not greater than 140	Alfol 20 + R (Aliphatic alcohols mixture)	December 31, 1973	14393
29.06	Phenol	Phenol ice crystals	September 30, 1973	14633
29.13	4-Methoxybenzyl 4-methoxy phenyl ketone	as in previous column	December 31, 1973	14579
29.15	2,2-Dimethylglutaric acid	as in previous column	December 31, 1973	14415
29.16	2,6-Dihydroxybenzoic acid	as in previous column	December 31, 1973	14574
29.22	*N*-Phenyl-1-naphthylamine	Phenyl alpha naphthylamine	December 31, 1973	14575
29.23	Diethanolamine	as in previous column	December 31, 1973	14417
	Ethanolamine	Monoethanolamine	December 31, 1973	14418
	Sodium 1-amino-4-bromoanthraquinone-2-sulphonate	as in previous column	December 31, 1973	14402
29.27	Cyanoacetamide	as in previous column	December 31, 1973	14564
39.02	Laminated sheets in rolls, not printed or surface worked, being not less than 0.30 millimetres and not more than 2.50 millimetres in thickness, and having 3 plies, the centre ply consisting of poly (vinylidene chloride) film being not less than 0.05 millimetres in thickness and at least one of the outer plies consisting of polystyrene, the polystyrene ply/plies predominating by weight	Laminated sheets	December 31, 1973	14377
73.10	Bars and rods of steel, hot-rolled, (a) in straight lengths and having a circular, square or hexagonal cross-section of which no cross-sectional dimension exceeds 156 millimetres (b) in coils and having a circular, square or hexagonal cross-section of which no cross-sectional dimension exceeds 46 millimetres, or (c) in straight lengths and having a rectangular cross-section which is not less than 10 millimetres and not more than 210 millimetres in width	Hot rolled bars for bright drawing	December 31, 1973	14656
73.14	Iron or steel wire, of circular section, not less than 1.8 millimetres and not more than 4.0 millimetres in diameter and having a tensile strength not greater than 590 newtons per square millimetre; containing not less than 0.11 per cent and not more than 0.22 per cent carbon, not less than 0.60 per cent and not more than 0.90 per cent manganese, not more than 0.04 per cent phosphorous, not less than 0.10 per cent silicon and not more than 0.05 per cent sulphur	Uncoated wire	December 31, 1973	14608

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
73.15	Alloy steel billets, which contain not less than 0.55 per cent nor more than 0.60 per cent by weight of carbon, and not less than 0.80 per cent nor more than 1.00 per cent by weight of manganese, and not less than 1.80 per cent nor more than 2.00 per cent silicon as the alloying elements, and having a section not less than 55 millimetres square, nor more than 80 millimetres square	Silico manganese billets	December 31, 1973	14654
	Bars and rods of alloy steel, hot-rolled, having either lead or sulphur as the major alloying element, (a) in straight lengths and having a circular, square or hexagonal cross-section of which no cross-sectional dimension exceeds 156 millimetres, or (b) in coils and having a circular, square or hexagonal cross-section of which no cross-sectional dimension exceeds 46 millimetres	Hot rolled bars for bright drawing	December 31, 1973	14656
	Alloy steel coils for re-rolling, which contain not less than 16.0 per cent nor more than 26.0 per cent by weight of chromium, and not less than 8.0 per cent nor more than 22.0 per cent by weight of nickel as the major alloying elements, and having a width exceeding 500 millimetres but not more than 1,372 millimetres, and a thickness of not less than 2.5 millimetres nor more than 6 millimetres	Austenitic wide band	December 31, 1973	11059
	Hot rolled alloy steel strip in coils, which contain not less than 16.50 per cent nor more than 26.0 per cent by weight of chromium as the major alloying element, and not less than 8.0 per cent nor more than 22.0 per cent by weight of nickel and not less than 0.5 per cent nor more than 2.0 per cent by weight of manganese, and having a width of not less than 400 millimetres nor more than 500 millimetres and of a thickness of not less than 3 millimetres nor more than 6 millimetres	Austenitic wide band	December 31, 1973	11059

Import Duties (Temporary Exemptions) Orders

THE Treasury has made the following Import Duties (Temporary Exemptions) Orders:

The Import Duties (Temporary Exemptions) (No. 16) Order, 1973

This Order provides that goods of a description specified in Schedule 1 shall be temporarily exempt from import duty, and those listed in Schedule 2 shall continue to be exempt from import duty, up to and including December 31, 1973 or, in the case of certain items up to and including such earlier day as is specified. Amongst the goods listed in the schedules are items of iron or steel. The Order came into operation on July 3, 1973 and has been published as Statutory Instrument 1973 No. 1018.

The Import Duties (Temporary Exemptions) (No. 17) Order, 1973

This Order provides that flax sliver falling within tariff heading 54.01 is to be exempt from import duty up to and including December 31, 1973.

The Order came into operation on June 20, 1973 and has been published as Statutory Instrument 1973 No. 1067.

Copies of these Orders are available from Her Majesty's Stationery Office, 49 High Holborn, London WC1 and branches (price 10½p and 2p respectively) or by post from HMSO, PO Box 569, London SE1 (price 13p and 4½p respectively).

Indo-British Technological Collaboration Group—communique

THE fourth meeting of the Indo-British Technological Collaboration Group took place in London from July 2 to 4, 1973. The Indian side was led by Mr. A. N. Banerji, Special Secretary, Ministry of Industrial Development, and the British side by Sir Max Brown, Secretary (Trade), Department of Trade and Industry. The teams included representatives of Government and industry from both countries.

The meeting reviewed recent economic developments in the UK and in India. It took note of the opportunities for more rapid industrial development of India in the context of the Fifth Plan and certain steps taken by the Indian Government in this direction, such as the revised industrial licensing policy announced recently as also the streamlining of licensing procedures. The opportunity was taken by the Indian side to allay some of the apprehensions felt by British firms over the Foreign Exchange Regulation Bill.

The meeting considered the report of the Sub-Group on Research and Development set up at the last meeting and agreed with its joint recommendations calculated to strengthen the R & D capability in Indian industry so as to bring it on a level with developed countries. Such a capability would enable India to export technology in due course apart from receiving it. Mention was made of the steps being taken by the Indian Government, including the various incentives provided for stepping up R & D efforts by industry. It was agreed that the CBI would give suitable advice to the British subsidiaries in India.

The meeting appointed representatives to work out ways of building up closer contacts between National Laboratories in India and the UK and between those responsible for combating environmental pollution. The Indian representatives drew attention to sectors of Indian industry in which technological gaps existed, and it was agreed that a list of these opportunities for technical collaboration would be prepared and circulated to British firms.

The impact of UK's entry into the EEC on the future of Indo-British trade and industrial relations was briefly discussed. The British side foresaw, over the long term, an enlarging rather than narrowing of opportunities for Indo-British collaboration in trade and industry as a result of UK's entry into EEC.

The meeting considered various measures for stepping up exports by Indian industry, particularly of machinery components and electronics. It also considered the utilisation, by British consultancy firms, of the expertise existing in India in the field of consultancy services, particularly in third country projects. Ways and means were considered for developing greater interest of UK industry in such goods and services. The meeting also accepted the necessity for developing a high degree of skill within Indian industry in the field of international marketing and explored the possibilities of technical help from UK in this field.

UK plant and machinery for Portugal: opportunities through £5m credit

PORTUGUESE buyers will be able to purchase industrial plant and machinery from the UK on favourable credit terms under a £5 million line of credit set up between N. M. Rothschild and Sons Ltd. and Sociedade Financeira Portuguesa and guaranteed by the Export Credits Guarantee Department.

Individual contracts, which must have a value of at least £25,000, will be placed over the next two years. Repayment terms of the loan will be four years for contracts between £25,000 and £55,999, and five years for contracts of £60,000 or over.

This is the second £5 million line of credit for Portugal arranged by Rothschilds with ECGD support. The previous credit was set up in September 1970 and Sociedade Financeira Portuguesa was the borrower on that occasion also.

Rothschilds arranged the present loan on behalf of a syndicate consisting of the Bank of Scotland, Clydesdale Bank, Barclays Bank, Lloyds Bank, Midland Bank, National Westminster Bank, The Royal Bank of Scotland and Williams and Glyn's Bank.

Exporters who require further details of the credit should contact Mr. A. Hardie of ECGD (tel. 01-606 6699 ext. 7369) or Mr. P. Hills of Rothschilds (tel. 01-626 4356).

TARIFF & TRADE NOTICES

In many cases further information on the notices published on these pages is available from the Department of Trade and Industry. The main branches concerned are: Commercial Relations and Exports (CRE) Divisions, DTI, 1 Victoria Street, London SW1H 0ET (tel. 01-222 7877); and Export Data Branch (EDB), DTI, Export House, 50 Ludgate Hill, London EC4M 7HU (tel. 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (CRE or EDB) and the appropriate telephone extension number. In the Tariff and Trade Notices section countries are grouped by continents as far as possible; they are listed alphabetically on the contents page.

Italy

ROAD TRANSPORT REGULATIONS: It has been reported that, on several occasions, British drivers of TIR trucks have been stopped by the Italian Carabinieri on entering Italy because they were not accompanied by a relief driver. This can be an offence under Article 124 of the Italian road code. In order to minimise the possibility of British drivers of heavy vehicles in Italy being apprehended, the following translation of article 124 of the code is brought to the attention of firms and organisations employing drivers with Italian destinations:

'Buses, trucks with trailers, semi-trailers and articulated trucks should at all times be staffed with two drivers who can replace each other at the wheel.

'However, only one driver is necessary when the inclusive weight of the truck and trailer with full load does not exceed 35 quintals (3,500 kg) and it is fitted with a continuous automatic braking system; or where the inclusive weight with full load does not exceed 25 quintals (2,500 kg) and it is fitted with some other braking system.

'In order to permit a reasonable rest period for each driver the journeys should be so arranged that each driver is assured of a rest period of at least 6 hours in each 24 hours of the journey.

'Each violation of the present regulation is punishable by a fine of from 10,000 to 50,000 Lire.' **EDB ext. 466/467/288**

Austria

REVALUATION OF SCHILLING: On July 2, 1973, the Austrian Minister of Finance announced a revaluation of the Austrian Schilling of 4.8 per cent. **CRE ext. 2338**

Portugal

TARIFF AMENDMENTS—FOOTWEAR, TANNING AND LEATHER GOODS INDUSTRIES The Portuguese *Diario do Governo*, No. 123, of May 25, 1973, published Decree Law 260/73 which authorised the following amendments to the import tariff:

From January 1, 1973, goods imported into Portugal under 40.01.01 are free of duty. Duty paid on these goods imported from August 4, 1971, is reduced by 50 per cent and from January 1, 1972, by 70 per cent. The Note on 40.01.01 is revoked with effect from January 1, 1973.

Notes have been added to the tariff on BN headings 40.08.02; 41.02; 41.04; 41.05; 41.06; 41.08; 59.08.01, and 64.05.02,03,04, granting preferential treatment for these goods if imported exclusively for use in the footwear or, in certain cases, the tanning and leather goods industries. Imports of United Kingdom, Danish or EFTA origin complying with these conditions may enter Portugal duty free, while imports originating in the original EEC and the Irish Republic qualify for reductions as set out in the Portuguese/EEC Free Trade Agreement. **EDB ext. 460/461**

Spain

OPENING OF GLOBAL QUOTAS—HOPS: The Spanish global quotas for 1973 were published in *Trade and Industry*, February 15, 1973, page 318. The Spanish authorities have now invited applications from Spanish importers, merchants and industrialists against quota No. 1, hops, tariff heading 12.06. The quota is open for the full value fixed for 1973—51,243,500 Pesetas—and applications should be presented by July 23—within 20 days from its publication in the *State Gazette*, July 3.

EDB ext. 462/471/472/473

Israel

STANDARD FOR ELECTRIC TOASTERS: The Standards Institution of Israel has issued Standard 793 which applies to electric toasters for domestic use. The standard will become compulsory on August 8, 1973. The Standards Institution of Israel issues an English translation of this standard and copies may be obtained from British Standards Institution Library, 2 Park Street, London W1 (tel: 01-629 9000, telex 266933). British exporters requiring technical advice on the standard are advised to contact Technical Help to Exporters, British Standards Institution, Maylands Avenue, Hemel Hempstead, Herts (tel: 0442-3111, telex 82424). **EDB ext. 420/475**

Iraq

CERTIFICATES OF ORIGIN: The Iraqi authorities have issued Customs Instruction No. 4 of 1973 on certificates of origin for goods imported into Iraq and passing through Iraq in transit. Details of the customs instruction are available. **EDB ext. 420/475**

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Ethiopia

STANDARDS REGULATIONS, MARKS AND FEES: Legal Notices 433 and 434 of 1973 published in the *Negarit Gazeta* of May 21, 1973 and effective from that date, set out the regulations covering certain goods being imported and exported by Ethiopia. A full list of standards is expected to be published by the Ethiopian Standards Institute shortly, the details, of which will be published as soon as they are available. **EDB ext. 471/472/473/462**

Dahomey

VEHICLE REPLACEMENTS AND SPARE PARTS: From August 1, 1973 importers into Dahomey of vehicle replacements and spare parts must guarantee their customers a supply of the spare parts. **EDB ext. 472**

Burundi

IMPORT REGULATIONS: A National Bank Circular requires importers to produce three copies of a manufacturer's invoice when applying for import licences. An invoice from the shipper or buying house will no longer be acceptable. The measure took effect on May 1, 1973. **EDB ext. 472**

Zaire

WORKS OF ART, PREPARATIONS OF FLOUR—PRIOR AUTHORISATION: Prior authorisation of the Banque du Zaire is now required for importing into Zaire articles under tariff heading Chapter 99 (works of art, collectors' pieces and antiques) and those under tariff position 19.02 (preparations of flour, meal, starch or malt extract, of a kind used as infant food or for dietetic or culinary purposes, containing less than 50 per cent by weight of cocoa). **EDB ext. 472**

IMPORT RESTRICTIONS ON BEER: It has been announced that no sales of imported beer may be made in Zaire from August 1, 1973, and that an inventory of existing stocks of imported beer is to be taken. **EDB ext. 472**

Madagascar

WINES AND PHARMACEUTICALS—DUTIES MODIFIED: Import duties on certain wines and pharmaceuticals imported into Madagascar have been modified. The consumption tax on wines has also been modified. **EDB ext. 472**

South Africa

CUSTOMS TARIFF CHANGES: The following changes were announced in the South African *Government Gazette* of June 22, 1973:

R.1050: Specific provision is made for parts of diodes, transistors and similar semi-conductor devices. (BN 85.21.70)

R.1051: Ticket-issuing and cancelling machines for use in omnibuses are exempted from sales duty. (84.54)

R.1052: A new note is inserted under Chapter 85 to make it clear that electric transformers, electric generators and electric rotary converters, not forming part of complete welding machines or apparatus, are to be classified within heading 85.01.

R.1053: Provision is made for a rebate of the full duty on certain tissue paper, with a basis mass of less than 35 g/m², of a kind used for wrapping paper, toilet paper, serviettes, handkerchiefs, facial tissues and doilies, in such quantities and at such times as the Secretary for Industries may allow by specific import permit. (48.05) **EDB ext. 471/472/473/462**

Mauritius

IMPORT CONTROL OF ONION SEEDS: Mauritius Government Notice 56 of 1973 announces the necessity for importers to obtain an import licence to import onion seeds into Mauritius from, inter alia, the United Kingdom. **EDB ext. 471/472/473/462**

Australia

TARIFF CHANGES—SYNTHETIC RUBBER LATEX: Details are given below of changes made in the Australian customs tariff by customs tariff proposals which came into effect on July 1, 1973, and include those consequent upon the Tariff Board inquiries into:

Synthetic rubber latex (incorporating final report—industrial chemical and synthetic resins review), and

Synthetic rubber latex (Dumping and Subsidies Act).

AMENDMENTS OF PART II OF THE FIRST SCHEDULE TO THE CUSTOMS TARIFF 1966-1972

Tariff item	Goods	Rates of duty: General	Rates of duty: Preferential
Omit note 11 to Chapter 40, substitute the following note:			
11	For the purposes of paragraph 40.01.29 and sub-items 40.02.9, 40.05.9 and 40.06.9, the weight by reference to which duty in respect of latex is to be calculated is the weight of the dry rubber content of the latex		
Omit paragraph 40.01.21, substitute the following paragraph:			
40.01.21	— — Natural rubber latex with added synthetic rubber latex produced by polymerisation of butadiene or copolymerisation of butadiene and other materials	25%	25%
Omit sub-item 40.02.3, substitute the following sub-items:			
40.02.3	— Latex produced by polymerisation of butadiene or copolymerisation of butadiene and other materials	25%	25%
40.02.4	— Synthetic rubber, as follows: (a) of polybutadiene; (b) of polybutadiene-styrene; or (c) of polybutadiene and polybutadiene-styrene	50%	50%
In sub-item 40.05.1, omit 40.05.3, substitute 40.05.4			
Omit sub-item 40.05.3, substitute the following sub-items:			
40.05.3	— Goods of or being latex produced by polymerisation of butadiene or copolymerisation of butadiene and other materials	25%	25%
40.05.4	— Goods of or being synthetic rubber, as follows: (a) of polybutadiene; (b) of polybutadiene-styrene; or (c) of polybutadiene and polybutadiene-styrene	50%	50%
Omit sub-item 40.06.6, substitute the following sub-items:			
40.06.6	— Goods and articles of latex produced by polymerisation of butadiene or copolymerisation of butadiene and other materials, not being goods falling within a preceding sub-item of this item	25%	25%
40.06.7	— Goods and articles of synthetic rubber, as follows: (a) of polybutadiene; (b) of polybutadiene-styrene; or (c) of polybutadiene and polybutadiene-styrene, not being goods falling within a preceding sub-item of this item	50%	50%

EDB ext. 401/468/469

New Zealand

TARIFF AND DEVELOPMENT BOARD REPORTS—ELIMINATION OF MARGINS: Copies of the following New Zealand Tariff and Development Board reports are available from Commercial Relations and Exports Division:

Tariff no.	Description
Ex 85.19	Certain electrical apparatus
82.13.009	Other articles of cutlery

Ref. CRE 26547 **CRE ext. 2321**

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Jamaica

EXPORT INDUSTRY ENCOURAGEMENT LAW — ALUMINIUM SULPHATE AND PLATES, AND GARMENTS OF FUR: The Jamaican authorities are considering whether aluminium sulphate and plates and garments of fur should be declared 'approved products' for the purposes of the Export Industry Encouragement Law 1956: 'Approved manufacturers' of these products will enjoy income-tax relief, duty-free imports of building materials, plant, machinery, raw materials, etc., and other concessions.

INDUSTRIAL INCENTIVES LAW — SUNGLASSES, AND HACKSAW AND BANDSAW BLADES: The Jamaican authorities are considering whether non-prescription sunglasses should be declared an 'approved product'.

Hacksaw and bandsaw blades have been declared 'approved products' for the purposes of the Industrial Incentive Law 1956. A notice that consideration was being given to designate these products appeared in *Trade and Industry*, May 31, 1973, page 407.

'Approved manufacturers' of these products will enjoy income tax relief, duty-free imports of building materials, plant, machinery, etc., and other concessions.

Applications for the status of 'approved product' and 'approved manufacturer' under the Export Industry Encouragement Law 1956 and the Industrial Incentives Law 1956 are processed by the Jamaica Industrial Development Corporation, 4 Winchester Road, Kingston 10, Jamaica (PO Box 505). It would be appreciated if firms writing to the Corporation would copy their initial correspondence to the British High Commission, Commercial Department, PO Box 393, Kingston, Jamaica. **CRE ext. 3572**

Argentina

NEW LAWS FOR ECONOMIC REFORM: The Argentine Ministry of Treasury and Finance has issued a summary of a number of draft laws sent to Congress for approval, initiating the implementation of the new Government's economic reform. The draft laws cover the following important areas: foreign investment; marketing of cereals and meat; agrarian promotion; Corporation of National Enterprises; industrial promotion; suspension of rural evictions; representatives of foreign firms; penal repression for tax defaulters; mining promotion; establishment of a Corporation of Small and Medium Industry; tax on potential land revenue; regionalisation of boards of directors of the Banco de la Nacion Argentina and the Banco de Desarrollo; modification of the Forest Law; creation of National Institute of Housing and Social Interests; use of land fit for agricultural and livestock exploitation; defence of national work and production; nationalising and guaranteeing bank deposits. It is possible that some of these laws will be modified in the process of being passed by Congress. **CRE ext. 2287**

Peru

JURISDICTION IN OVERSEAS CONTRACTS: Peruvian Decree Law 19988 states that the operations of decentralised public bodies engaged in foreign business in the fields of trade, finance and industry may be governed by the practices of international commerce and by the rules of international law, without prejudice to the current system of approval. Thus Peruvian national law now recognises expressly that the decentralised public bodies—the Central Reserve Bank, the Bank of the Nation, the state development banks and other public organisations that conclude external financial agreements—may accept the laws and courts of a foreign country, whether the country with which the contract is concluded or any third countries chosen by the contracting parties.

A basic condition is that these contracts are concluded outside Peru. State contracts concluded in Peru with foreign undertakings continue to be affected by Article 17 of the constitution, which requires foreign companies and persons who contract with the state to acknowledge the laws and tribunals of Peru.

This Decree Law does not affect contracts made by the Central Government or by the local governments (municipalities), even if these are represented by their financial agent, the Bank of the Nation. **CRE ext. 2289**

The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of *Trade and Industry* sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view. Items which fall into this category are preceded by the letters rtm. Readers should note that this prefix signifies that the words are registered as trade marks in the United Kingdom but that in the present context are assumed to refer generally to products of the descriptions stated in brackets. While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

Venezuela

TARIFF AMENDMENTS—BOOKS, STEEL AND ALLOY BARS, ARTICLES FOR WORSHIP: The following amendments on books and steel and alloy bars have been made to the Venezuelan tariff:

Tariff no.	Description	Duty
49.01.01.99	Other	Free
73.10.00.99	Other	60%*
73.15.05.01	Bars of fine carbon steel, except hollow bars for mining drills	60%*
73.15.05.04	Bars of other alloy steels, except hollow bars for mining drills	60%*

* This duty will be reduced by 90 per cent for steel rods (cabillas) imported with permission from the Ministry of Development. This concession will last until December 31, 1973.

A Resolution has also been adopted whereby articles for religious worship—including books and missals—can be imported at a rate of 1 per cent *ad valorem*. **EDB ext. 474/476/7312**

Chile

CURRENCY REGULATIONS: The Chilean Supreme Court has unanimously ruled that Chilean Central Bank restrictions on inward and outward movement of Chilean bank notes are null and illegal. The Supreme Court thereby upheld a Court of Appeal ruling that Chilean bank notes should not be treated as a commodity liable to a 10,000 per cent prior import deposit. **CRE ext. 2289**

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'EEC Regional Fund must concentrate on areas in genuine need'

Mr. Christopher Chataway addresses Regional Policy and Transport Committee of the European Parliament

'THE European Community cannot move forward as it should as long as large parts of it and large numbers of its inhabitants are failing to share in the general level of prosperity,' Mr. Christopher Chataway, Minister for Industrial Development, told a meeting of European Parliamentarians on July 10.

Addressing the Regional Policy and Transport Committee of the European Parliament, meeting in London, Mr. Chataway said: 'Our country's regional problems have been so severe and so long-standing that although the measures to counteract the effects of the shift in location of profitable industry have increased dramatically since they were introduced 40 years ago, we continue to share, with Italy, by far the most extensive regional problems in the Community, with the affected regions containing approaching 15 million people.

'While the general economy of the UK will improve by joining Europe, the regions are not likely to catch up unless special measures are taken to counteract the pull towards the centre. The Commission has acknowledged the difficulties of our older industrial regions and has accordingly not classified them as "central".

'Their "unclassified" status indicates that their problems are manifested in a different way from those of the agricultural areas in West France and South Italy, and that the former Community equation between industrialisation and prosperity breaks down in our case. Hence the Commission's decision to carry out a major review of all regions next year.

Treaty of Rome

'The European Community has always had the need for a regional policy in mind—the preamble to the Treaty of Rome itself states the signatories' anxiety to reduce the differences between the various regions and the backwardness of the less favoured regions. The need for an effective policy is greater than ever for two reasons. One is that substantial pockets of relative poverty and long-term depression have become increasingly unacceptable both on social and on economic grounds.

'The other is that the EEC is now progressing from being a simple customs union towards becoming a true Economic and Monetary Union. It follows that the classic methods of dealing with uneven growth problems will not be available and substitutes must be found: regional policy will be one of the principal ones.

'The Community has of course long been accustomed to dealing with the difficulties faced by backward rural areas and the Common Agricultural Policy was set up to deal with this problem: to give the people in these areas a fair return for their work and to encourage modernisation in the predominant industry, agriculture.

'We now look to the same sort of help for our similarly depressed regions, where the people equally deserve a reasonable quality of life and an alternative career to that of joining a contracting industry.

'Hence this country's major interest in the decisions taken at last October's Summit, particularly the setting up of the Regional Development Fund. Following on from those decisions we have had the Commission's very comprehensive report on Community regional problems and now M. Delmotte's interim report on that for your own Committee.

'We have read both with considerable interest. Substantially the two documents agree with each other and we in this country endorse a great many of their conclusions. We particularly welcome the emphasis both reports place on the human element, the need for sound statistics on which to base the Community's policy and the link between this policy and other Community fields of activity.

Common sense

'All of us are now awaiting the Commission's proposals on the Regional Development Fund. We have our own ideas of what these should be and we fully recognise that other countries may have different concepts in mind. But there are, I think, certain obvious points which common sense will dictate.

'Firstly, the Fund is going to have to be given substantial resources if it is to make a real impact. And there will have to be provision for growth as we move nearer to Economic and Monetary Union.

'Secondly, at first the Fund is going to have to harness and work through national policies, not because it is conceptually wrong for the Fund to be run from the centre, but because the Commission could simply not be expected to take on such a massive task. The Commission Report recognises this.

'Thirdly, the Community policy will have to be co-ordinated with national policies. They must pull in the same direction.

'Fourthly, the Community regional policy must be co-ordinated

(continued on next page)

Herr Anton Jaumann, Bavarian 'Land' Minister of Economics and Transport (right), with Mr. Christopher Chataway, Minister for Industrial Development. Investment was the subject of discussion when the Ministers met recently in Mr. Chataway's office.

EEC REGIONAL FUND
continued

with other Community policies. Some areas of possible activity for the Fund clearly overlap with other Community expenditure. For instance, agricultural regions are already getting a great deal of help from the Common Agricultural Policy.

'Lastly, and perhaps most important, the Fund should concentrate the bulk of its resources on the areas which are in genuine need. There should be no attempt to blur this issue and countries must not argue that the Community should take their word for where the problems within their own borders are. This surely cannot be the right approach to a Community policy.

'Such pressures must be resisted and resources must be concentrated on the areas which the evidence points to. By evidence I mean the evidence of social hardship, for that is what a humanistic regional policy is all about.

'In which regions is personal income low? Where are individuals suffering from the resentment, humiliation and loss of income of being unable to find work? From which regions are people being forced to move away from their families and background to find work? These are the questions that must be asked and answered. The answers are not difficult to find.

'We in the UK are ready to lend our experience to the work that has to be done. I have no doubt that the European Parliament, and your own Committee, will be vital allies in bringing an effective policy into being.'

European Trade Mark Office

SIR Geoffrey Howe, Minister for Trade and Consumer Affairs, announced in the House of Commons on July 12 that the United Kingdom is to make a bid to get the proposed European Trade Mark Office sited here. A draft treaty for the establishment of a European Trade Mark prepared by the Six in the early 1960s was published in four languages in May and an English translation was published on June 22. The draft proposes a European Trade Mark Office registering marks which are unitary and indivisible within the Community.

Last year a conference of experts from 21 negotiating countries decided to accept the German offer to site the European Patent Office in Munich. The UK's late entry to the EEC meant that our bid had little chance of success. This has led to disappointment among UK practitioners in the patent and trade mark professions and a strong hope that the European Trade Mark Office might be sited here. London is particularly suited as a home for the European Trade Mark Office because of its ease of access. Although a Community institution, it will receive and process applications from all over the world, and it is essential that applicants and their professional advisers should be able to reach it easily.

The Office, which is expected to employ a staff of about 180, is unlikely to be in operation before 1977. Fees to the Office could represent a gain to the United Kingdom balance of payments; in addition a certain amount of professional work which might otherwise be lost abroad would be retained here.

New EC legislation

The legislation listed below has been published in the *Official Journal of the European Communities*, as indicated against each item. The *Official Journal* is now published in English and copies may be obtained from HMSO. Information about the items listed, in so far as the requirements of the other Member States of the EEC are concerned, is available from Department of Trade and Industry, Export House, 50 Ludgate Hill, London EC4M 7HU (tel. 01-248 5757 ext. 7174/482/408). Where relevant, inquirers are requested to specify the country and commodity of interest and, if possible, the Brussels Nomenclature tariff classification. Other information may be obtained from the reference points at the end of items.

COMMON AGRICULTURAL POLICY: The texts of the following Regulations and Notice which affect the various agricultural sectors in the EEC have been published in the *Official Journal of the European Communities.*

General. Regulation (EEC) No. 1796/73 amending Regulation (EEC) No. 1373/70 on common detailed rules for the application of the system of import and export licences and advance fixing certificates for agricultural products subject to a single price system. (*Official Journal* No. L183, July 5, 1973)

Wines. Regulation (EEC) No. 1727/73 amending from July 1 to October 1, 1973, the date in Article 4 of Regulation (EEC) No. 1599/71 laying down additional conditions with which imported wines for direct human consumption must comply. (*Official Journal* No. L176, June 30, 1973)

Regulation (EEC) No. 1757/73 on a third amendment of the date of application of Regulation (EEC) No. 1770/72 and making a temporary derogation from Regulation (EEC) No. 1769/72. (*Official Journal* No. L176, June 30, 1973)

Notice: Published list for the application of Article 4 of Regulation (EEC) No. 1769/72 setting out the accompanying documents and relating to the obligations of producers and merchants, with the exception of retailers, in the wine sector. This list revokes and replaces that published in the *Official Journal of the European Communities* No. C31, May 17, 1973. (*Official Journal* No. C50, June 29, 1973).

Milk and milk products. Regulation (EEC) No. 1752/73 amending Regulation (EEC) No. 1108/68 as regards the packaging of skimmed-milk powder offered to intervention agencies. (*Official Journal* No. L176, June 30, 1973)

Corrigendum to Annex III of Regulation (EEC) No. 455/73 amending Regulation (EEC) No. 756/70 on granting aid for skimmed milk processed into casein and caseinates (*Official Journal* No. L173, June 28, 1973)

Rice. Regulation (EEC) No. 1783/73 re-establishing the normal period of validity of import licences for rice. (*Official Journal* No. L179, July 3, 1973)

Live plants and products of the flower growing industry: Regulation (EEC) No. 1793/73 amending Regulation (EEC) No. 315/68 and Regulation (EEC) No. 537/70 as regards the size of certain varieties of tulip. (*Official Journal* No. L181, July 4, 1973)

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Eggs, poultry and poultry meat. Corrigendum to Article 1(2) of Regulation (EEC) No. 373/73 correcting Regulation (EEC) No. 2335/72 as regards the distinguishing number allocated in Ireland to establishments producing eggs for hatching and chicks of domestic poultry. (*Official Journal* No. L181, July 4, 1973)

Corrigendum to Article 1(2) of Regulation (EEC) No. 988/73 amending Regulation No. 146/67/EEC as regards the provisions for calculating the levies and the sluice gate prices for certain slaughtered ducks. (*Official Journal*, No. L173, June 28, 1973)

Cattle, beef and veal. Regulation (EEC) No. 1695/73 determining to what extent the monetary compensatory amounts applicable to beef and veal by reason of the depreciation of a currency may be higher than the charge on imports from third countries. (*Official Journal* No. L173, June 28, 1973)

Oils, fats and oilseeds. Regulation (EEC) No. 1754/73 fixing the production refund on olive oil used in the manufacture of certain preserved fish and vegetables. (*Official Journal* No. L176, June 30, 1973)

Sugar. Regulation (EEC) No. 1755/73 fixing the amount of the reimbursement and amount of the levy for offsetting storage costs for sugar for the 1973/74 marketing year. (*Official Journal* No. L176, June 30, 1973)

UNCTAD GENERALISED PREFERENCES SYSTEM: *Trade and Industry*, February 15, 1973 contained a notice about a number of Regulations setting up tariff quotas and opening tariff preferences for certain products originating in developing countries for the period January 1 to December 31, 1973. The texts of the following Regulations reimposing the Common Customs Tariff Duties on certain of these products have been published in the *Official Journal of the European Communities:*

CCT No.	Description of goods	Country of origin	Full rate of duty payable from	Tariff quota or preference set up by Reg. No.
Regulation (EEC) No. 1806/73				
69.08	Glazed setts, flags and paving, hearth and wall tiles.	Hong Kong	July 8, 1973	2762/72

Official Journal, No. L183, July 5, 1973).

CORRECTION: The entry in *Trade and Industry*, July 12, 1973, page 85, should be replaced by the following.

CCT No.	Description of goods	Country of origin	Full rate of duty payable from	Tarriff quota or preference set up by Reg. No.
Regulation (EEC) No 1724/73				
97.04	Equipment for parlour, table and funfair games for adults or children (including billiard tables and pintables and table-tennis requisites)	Hong Kong	July 2 1973	2762/72

Official Journal, No. L175, June 29, 1973.

COMMERCIAL POLICY—EXPORT QUOTAS. The *Official Journal of the European Communities* No. L179, July 3, 1973 contains the text of Regulation (EEC) No. 1782/73 allocating the Community quantitative export quotas for certain types of waste and ash of non-ferrous metals (copper, lead, aluminium) set up by Regulation (EEC) No. 1627/73.

Further information: Department of Trade and Industry, Export Licensing Branch, Norman Shaw North Building, Victoria Embankment, London SW1A 2JB **(tel: 01-930 4349 ext. 570).**

TRANSPORT: *The Official Journal of the European Communities* No. L181, July 4, 1973 contains the text of the following: Regulation (EEC) No. 1787/73 amending Regulation (EEC) No. 1463/70 on the introduction of recording equipment in road transport. Directive 73/169/EEC amending Article 2 of Directive No. 65/269/EEC concerning the standardisation of certain rules relating to authorisations for the carriage of goods by road between Member States.

Further information: Department of the Environment, 2 Marsham Street, London SW1P 3EB **(tel: 01-212 3434).**

IMPORTS FROM NON-MEMBER COUNTRIES: The *Official Journal of the European Communities* No. L181, July 4, 1973 contains the text of Decision 73/172/EEC authorising the Italian Republic not to apply Community treatment to outboard motors falling within heading No. 84.06B of the Common Customs Tariff, originating in Japan and in free circulation in the other Member States.

The merits of Scotch whisky were appreciated by Monsieur Carron de la Carriere (left) during a visit to the Deanston distillery of the Longman Bonding Group. He is seen here discussing the whisky with Mr. W. D. F. Black (second from right), the group's managing director. Monsieur de la Carriere, who is Sous-Directeur of the External Economic Relations Directorate of the French Ministry of Economy and Finance, led a delegation of eight senior French Government officials and representatives of COFACE (the French export credit insurance organisation), who visited Glasgow recently as part of a regular series of bilateral discussions between EEC members.

EEC/ICELAND TRADE AGREEMENT: The *Official Journal of the European Communities* No. L181, July 4, 1973 contains the text of Decision 73/170/EEC postponing the Decision on the application of Protocol No. 6 of the Agreement signed on July 22, 1972 between the European Economic Community and the Republic of Iceland.

Further information: Department of Trade and Industry, Commercial Relations and Exports Division, 1 Victoria Street, London SW1H 0ET **(tel: 01-222 7877 ext. 3015).**

CLASSIFICATION, PACKAGING AND LABELLING OF DANGEROUS SUBSTANCES: The *Official Journal of the European Communities* No. L167, June 25, 1973 contains the text of Directive No. 73/146/EEC amending the Directive No. 67/548/EEC on the approximation of laws, regulations and administrative provisions relating to the classification, packaging and labelling of dangerous substances.

Further information: Department of Employment. Directorate of Occupational Safety and Health, Baynards House, 1 Chepstow Place, Westbourne Grove, London W2 4TQ **(tel: 01-229 3456 ext. 385).**

CERTIFICATES OF ORIGIN—CORRECTION: *Trade and Industry*, July 12, 1973 (page 85) contained a notice about Regulation (EEC) No. 1722/73 amending Regulations (EEC) No. 518/72 and 582/69 on certificates of origin and applications for such certificates. The reference to HM Customs and Excise in lines 6-8 of this notice should be deleted.

Mediterranean Agreements

As reported in *Trade and Industry* on May 17 (page 300) the enlargement Protocol and Agreement with Cyprus entered into force on June 1. No other Protocols have so far entered into force and none will do so before September 1. Up-to-date information on likely dates of entry into force can be obtained from: Department of Trade and Industry, Commercial Relations and Export 3 Division, 1 Victoria Street, London SW1 0ET. (tel. 01-222 7877 ext. 3475.)

Consumer Advice Centres: action to give nationwide help

Sir Geoffrey Howe launches discussion document

SIR Geoffrey Howe, Minister for Trade and Consumer Affairs, announced on July 15 that he is inviting views from local authorities on how best to develop and strengthen a network of consumer advice centres throughout the country. Sir Geoffrey, in a speech prepared for the National Consumer Conference of Co-operative Union Ltd., said that such centres were essential because there were a lot of consumer frustrations in our society. He continued: 'One of the main reasons for this is because consumers do not know how to get in touch—how to get into the system, whether it is getting a problem resolved about an unsatisfactory purchase, or a road crossing, or a social security benefit, or an estimated electricity account. From that it follows that consumers find it very difficult to influence what is being done to them and for them.

'Yesterday I wrote to new local authorities in the country mainly at county council level and asked them to look at a discussion document about consumer advice centres. I have invited them to let me have their comments. And I have said that when it fits conveniently into their reorganisation timetables, I hope to meet their representatives to discuss the provision of advice centres.

'In the document I have explained my approach. I know that a consumer who has a complaint about goods or services needs to be able to get advice about his problem. Who will listen to the whole story and act as an informed and competent adviser? How can such a person be reached? Where did things go wrong? Who is to blame? Is a complaint justified? What can be done about it? Who will provide the right channel to get things moving? Who will give help with any action that needs to be taken if the worst comes to the worst, and the only recourse left to the consumer is legal action?

'I want to consider with local authorities the whole question of the provision of a comprehensive and nationwide network of local consumer advisory centres and to enlist their help in bringing about a substantial improvement in consumer advice and complaint services over the next few years. I should like to see more centres (whether Citizens' Advice Bureaux with local authority support or centres operated directly by local authorities) and good quality service everywhere.

Citizens' Advice Bureaux support

'As you know for some years various local bodies have been involved in responding to local demands for more and better consumer advice. Since 1963 it has been government policy to encourage the provision of advice and help on a local basis. The chosen instrument for this purpose has been the network of 560 Citizens' Advice Bureaux. We have this year increased by over 50 per cent the grant we give to the National Association of CAB for their central information giving advice and field training work. In addition, particularly since the Trade Description Act 1968 placed the enforcement duty on local authorities, local advice centres have been set up by different departments of local government; in the main the chosen arm has been the Weights and Measures Inspectorate. (In addition to CABx, consumer advisory services are provided by some local authorities through various departments.) But taking the CABx and the local authority centres together the total number of centres still falls short of that needed to ensure that every consumer has ready access to advice.

'When the Fair Trading Bill is enacted the appointment of a Director-General of Fair Trading will provide an important central focus for consumer protection activities. I hope that by active use of his new statutory powers the Director-General will be able to build up a significant reputation as the "consumers' friend". To do this, he will need to have good links with local advice centres and enforcement authorities.

'What I want to see now is action to invigorate and co-ordinate the various local bodies involved in advising consumers. I want to identify areas of need which are not at present being served adequately and where there should be a consumer advice centre in one form or another. At the same time, I want to create wide public awareness of what does exist and what advice centres can do for consumers. I want the service to have a presence in the High Street —a common overall name and house-style, and an image as attractive and welcoming as shops themselves. I want a consumer anywhere in the country, to be able to find out from the town hall, post office, telephone directory or any information office or local trader where to go to get advice on a consumer problem.

'All this will cost money. The Department of Trade and Industry would be willing to consider, if necessary, whether funds could be made available to meet part of the running costs of new Citizens' Advice Bureaux centres for a limited period (perhaps up to three years) to ensure a countrywide network of advice centres. The form and scale of such finance would be a matter for discussion in the light of indications of the probable rate of development. A local authority may set up a consumer advice centre under Section 137 of the Local Government Act 1972—the 2p rate provision. In addition, Section 201 (8) of the same Act empowers a weights and measures authority in England and Wales to make, or assist in the making of, arrangements to provide advice to or for the benefit of consumers of goods and services within the area of the authority.

Grassroots sources

'The main function of local advice centres is, of course, to provide advice and help to consumers. But it would be wasteful not to encourage advice centres to act as grassroots sources of information about consumer difficulties and about the extent or seriousness of consumer complaints about trading practices. Most consumer complaints can be resolved at local level without recourse to law; some will respond to advice centre representation to the supplier and negotiation with supplier and consumer; other cases will involve discussion with enforcement authorities over a criminal offence; a few will only be capable of being resolved by action by consumers against suppliers in the courts. In all cases there will be information which should be collected and collated centrally and which may provide evidence of current consumer problems. Some of these problems will show a need for appropriate action by the Director-General of Fair Trading or the Government; some will point to more effective local advice; some will show an information gap which should be filled by the provision of leaflets, or publicity. The flow of information between the local centres and the Director-General of Fair Trading will not be all one way. His office will have a positive information-giving role and can also act as a clearing house for information from many sources. Any discussion about the development of consumer advice centres needs to take account of the positive and distinctive part to be played by this powerful new central point for fair trading and consumer affairs.

'It will be seen therefore that links with the Director-General of Fair Trading will be important. Advice centres could be his eyes and ears at grassroots. But it is not envisaged that this co-ordinated network of advice centres will destroy the structure of CABx or local authority centres. On the contrary the funds and goodwill of these must be preserved. The idea is to provide a package of tools they can use to be more effective. The NACAB or local authorities would, of course, remain responsible for maintaining the standards of centres that were affiliated to or run by them. This, you see, is beginning to open up the number of places where the consumer can speak.'

Price Commission's first quarterly report

THE first Report of the Price Commission was published on July 13 (HMSO, price 31½p.). It sets out, as required under the Counter-Inflation Act 1973, how the Price Commission has discharged its functions during its first two months—April and May 1973. (Subsequent Reports will be on a quarterly basis).

The Report comments that it would be premature to draw any conclusions about the effectiveness of the Stage 2 policy on prices or about its administration from the experience of so short a period. For although the Price Commission formally came into being on April 2, the standstill on prices under Stage 1 of the Counter-Inflation programme continued until April 28 (in order to cover the changeover to VAT) and Stage 2 on prices did not begin until April 29. So that it was only for the second of these two months that the Commission could exercise any influence over prices.

Important and sensitive areas are excluded from the Commission's field of control: fresh foods, imported goods and services, rent, rates and interest. But the goods and services which are included account for nearly two-thirds of consumer expenditure.

The Price Code, which it is the Commission's function to administer, permits the recouping of certain cost increases incurred since September 30, 1972, subject to certain limitations and productivity deductions. The Report notes that, against a background of steeply rising costs, particularly raw material costs, before and during the standstill, the Commission could not prevent prices from rising. The most that it could do, and its efforts have been and will be directed towards this end, is to stop prices rising as fast as they otherwise would. And the approval of the Commission to a price increase is no justification of that increase. The resistance of buyers and consumers to price increases and a measure of restraint and self-discipline are an essential part of the counter-inflation policy.

Legislative and administrative framework (Sections 3-5)

Under the Price Code, the great majority of enterprises have to operate the Code themselves and are subject only to subsequent scrutiny by the Commission (of their profit margin levels). The Price Code is a complex document, and Paragraph 4.9 of the Report sets out some of the misunderstandings or misinterpretations which have been apparent in some of the applications from pre-notifiying companies.

The Code gives the Commission no general discretionary powers (Para. 4.2). If an application from a pre-notifier is within the terms of the Code the Commission must allow it. Equally if an application is not within the terms of the Code the Commission must reject it. It is not for the Commission to decide whether proposed price increases are reasonable or not.

The Commission in operation (Section 6)

During its first two months, the Commission was primarily concerned with applications for approval of price increases from Category 1 firms. Manufacturing firms in this Category—where the control of the Price Code is tightest and likely to be most effective—account for about 50 per cent of total output (Para, 5.7). (In future, the checking of profit margins, of Category 2 as well as Category 1 firms, and the monitoring of Category 3 firms, will become more important.).

Over the period to the end of May, 315 applications were received from 81 pre-notifying enterprises (which would be applying in respect of separate sub-divisions and individual products). Thus well over 100 pre-notifiers did not apply for any price increase during this period. Just over a third of the applications came from firms in the food and drink sector. A full list of these applications is given (for the first time) in Appendix 5, with details of the percentage increase applied for and of the Commission's decision.

	April	May	Total
Applications received	106	209	315
of which:			
Approved in full	36	8	44
Approved subject to modification	25	13	38
Withdrawn	18	2	20
Applications outstanding on May 31	27	186	213

CONSUMER MINISTER'S STATEMENT

SIR Geoffrey Howe, Minister for Trade and Consumer Affairs, states: 'The Price Commission's first report is a valuable document. In particular those parts of the report in which the Commission describe the most common misunderstandings of the Price Code are essential reading for all businessmen.

'The Code does not require anybody to put up prices. It sets limits. Any firm that is assuming that all cost increases can simply be passed through in prices has got it wrong. Of more than 260 applications dealt with by the Commission in the first two months only 91—or about one-third—have been approved in full. Ten have been rejected. Of the remaining 162 applications, 100 were approved in reduced form and 62 were withdrawn.

'There is also the matter of profit control. The Commission are giving close attention to this, as the report makes plain. The 200 pre-notifying firms, who cover between them 50 per cent of British industry, are required to provide full information about the effect on their profits of any price increases they are seeking, before an increase can be allowed. Already three applications have been refused because of the limit set on profit margins.

'But all firms, of course, are subject to the profit controls and are expected to monitor themselves before increasing prices. The Price Commission have begun a programme of spot checks on firms which, although too small to be asked to pre-notify price increases are, nonetheless, obliged to apply the Code.

'The Code does not prevent all increases in profit margins. Indeed, to achieve the level of investment required, some recovery was essential after a period of exceptionally low profits. Net trading profits as a proportion of total domestic income overall fell from 13.1 per cent in 1960 to 7 per cent in 1970, while gross trading profits fell from 15 per cent in 1964 to 11.8 per cent in 1970. New investment is now going on and has to be financed. Major expansion programmes have been announced by a number of large firms such as BLMC (£500 million for the next five years) and Ford (£132 million over two years). The Government has also approved a huge investment programme of £3,000 million for the British Steel Corporation. But there is a profit limit and once it is reached prices have to be held or reduced. There are provisions in the Code to ease the price or profit control where this is necessary to ensure investment.

'As Minister for Consumer Affairs, I am constantly seeking to sharpen competition. The Price Code was designed to do this—in the words of the Commission's report "to stop prices rising as fast as they otherwise would". No firm can be indifferent to what its competitors are charging and the Code is sharpening competition in the area most valuable to consumers—on prices.'

Of the 102 cases that were dealt with in April and May, less than 45 per cent were approved as submitted and more than 55 per cent were either modified or withdrawn. This reflects partly the close scrutiny given to applications and partly the number of mistakes in them. The absence of any rejections during this period reflects the Commission's feeling that in the early stages of the policy applicants should be given every opportunity of putting their applications in order.

(Of the 213 applications outstanding at the end of May, virtually all had been dealt with by the time of publication of the Report.)

Commission's influence on prices (Section 8)

Of the cases dealt with in April and May, the average price increase granted was only 5.6 per cent compared with 6.7 per cent

(continued on next page)

applied for. Taking the 35 manufactured food cases alone, an average price increase of only 4.2 per cent was granted against the 6 per cent applied for. If the price increases approved are related to the pre-notifying firms' turnover on controlled products they would be of the order of 0.75 per cent. (This figure is close to the 0.7 per cent increase in the retail price index in May—a fortuitous coincidence. Because of time lags most of the increases approved would not have worked through to the retail price index in May (Para, 8.12).)

In addition, to the end of May, the regional centres had secured 158 voluntary reductions on prices charged by Category 3 and smaller enterprises.

The Report shows that, before Stage 2, between September 1972 and April 1973, the cost of materials and fuel purchased by UK manufacturers rose by 16.8 per cent; for food manufacturers the figure was 18.2 per cent. Retail prices over the same period rose by 6.2 per cent (Appendices 7 and 8). These movements suggest an accumulation of unrecouped cost increases that is bound sooner or later to come through into retail prices (Para, 8.4).

The Report concludes (Para. 8.14) that, in many respects, the most favourable portent for prices lies not in any fall in material prices, but in the expansion of output, which should reduce the pressure on unit costs and hence on prices.

Price Commission decisions

THE Price Commission have approved the following price applications:

Bowater-Scott Corporation Ltd. An average increase of 6.4 per cent in the prices of tissue products to take effect on September 1, 1973. The increase is justified on the grounds of increased cost of raw materials and labour.

Although a larger increase might have been permissible by reference to allowable costs the Commission were not satisfied that an increase in excess of 6.4 per cent would not have caused the company to exceed its profit margin reference level.

Bowater UK Paper Company. An average increase of 6.75 per cent on paper and board products (excluding newsprint) and an average of 5.35 per cent on packaging papers. These increases are due to the increased costs of imported raw materials and labour.

St. Anne's Board Mill (Imperial Group). An average increase of 7.97 per cent over their range of paper boards to be effective on August 1, 1973. This increase is due to the increased costs of raw materials and labour.

Dunlop Ltd. An average increase of 4.52 per cent in the prices of tyres supplied to the original equipment market (that is, to manufacturers for new equipment). The increase is justified by the increased costs of rubber and labour.

Procter and Gamble Ltd. (a subsidiary of Proctor and Gamble Ltd.). An increase averaging 3.48 per cent in the wholesale price of soaps and detergents attributable to higher costs, mainly of imported raw materials. Retail prices are likely to increase by ½p or 1p, according to the product and size, but the price of large and regular sizes of Dreft and Fairy Liquid should not increase at all.

Albright and Wilson Ltd. An increase of 5.17 per cent on sodium tripolyphosphate, mainly due to the higher cost of materials.

The British Aluminium Company Ltd. (a subsidiary of Tube Investments Ltd.). A price increase limited to £19.40 per tonne for primary aluminium ingot due to increased costs.

Forth Chemicals (a jointly owned subsidiary of British Petroleum and Monsanto). An increase of £5 per ton for styrene monomer under the provisions of the Code covering losses. The Commission rejected in June an application from the company also under the loss provisions, for an increase of between £12 and £13 per ton which would have applied only to open market sales.

Covrad Holdings Ltd. (a subsidiary of Associated Engineering Ltd.). An increase in price averaging 8.14 per cent under the loss-making provisions of the Code, for industrial heating and air conditioning equipment and pressed components and radiators for the automotive industry. Increases will vary between 6.5 per cent and 10 per cent according to the products.

Sterling Metals Ltd. (a subsidiary of Birmid Qualcast Ltd.). An average price increase of 7.86 per cent charged for iron castings to take effect from July 9, 1973, as a consequence mainly of European Coal and Steel Community steel price increases and wage increases.

United Flexible Metallic Tubing Company Ltd. (a subsidiary of Tube Investments Ltd.). The Price Commission have approved price increases for products of the company:

(a) Flexible metallic tubes	—	8.19 per cent
(b) Associated steel fittings	—	6.76 per cent

to take effect from July 9, 1973.

The increases are a consequence mainly of European Coal and Steel Community steel price increases and higher labour costs.

G. Clancey Ltd. A proposal to increase prices of engine tappets and unmachined castings by 11.7 per cent and 12 per cent respectively under the investment provisions of the Code has not been approved. An increase averaging 8 per cent overall has however been approved under the provisions of the Code relating to losses.

The Commission have approved the price increases set out below. These are increases in average net prices to trade customers.

Animal feedingstuffs: J. Bibby Agriculture Ltd., an average of £2.81 per ton; **Spillers Farm Feeds Ltd.,** an average of £5.77 per ton; and **BOCM Silcock Ltd.,** an average of £4.17 per ton in Great Britain and £8.35 per ton in Northern Ireland. These increases are due to higher costs of imported and home produced raw materials, mainly proteins and cereals. They come into effect immediately.

Petfoods: Pedigree Petfoods Ltd., increases averaging 4.46 per cent; **Spillers Foods Ltd.,** increases averaging 6.68 per cent over their range of canned foods. The increases are due mainly to the higher cost of meat and came into effect from July 16.

Biscuit and other soft flours: Allied Mills Ltd., £0.74 per sack of 280-lb.; **Spillers-French Milling Ltd.,** £1.25 per sack; **RHM Flour Mills Ltd.,** £1.35 per sack. In each case these are average increases over the range of products. For **RHM Flour Mills Ltd.,** an increase on household and pre-packed flours averaging 6.08 per cent. The increases are due mainly to the higher cost of wheat and came into effect on July 9.

Quick frozen foods manufactured by Ross Foods Ltd.: increases averaging 7.34 per cent over the range of products. They are due mainly to higher costs of meat and fish and of labour and will come into effect over a 4-5 week period beginning July 12.

Canned fruit and vegetables manufactured by Lockwoods Foods Ltd.: increases averaging 8.41 per cent over a range of seasonal products. They are due mainly to higher costs of sugar, raw materials and cans and come into effect immediately.

Price Commission applications received and dealt with up to June 30

FROM the beginning of Stage 2 up to June 30, the Price Commission dealt with 263 applications for price increases from pre-notifying firms. Of these, only 91—or about one-third—were approved in full. Ten were rejected. The remaining 162, nearly two-thirds the total, were either approved in a reduced form (100 cases) or were withdrawn (62 cases) after scrutiny by the Commission. The number of applications outstanding was 178.

Details of all approvals were announced at the time. To summarise the position, the majority of the approvals were given on the basis of the 'allowable costs' provisions of the Price and Pay Code, four on the grounds of ensuring investment and 11 where an

enterprise was making a loss and allowed to increase prices to cover costs only. Of the 191 applications approved 76 were from the food sector and 115 from other sectors.

As of June 30, the Commission offices in London including the two regional offices and the eight Regional Centres in Glasgow, Newcastle, Leeds, Manchester, Nottingham, Cardiff, Birmingham and Bristol, had received 22,375 telephone inquiries and 4,437 written inquiries about the terms of the Code and about certain price increases. Of these 9,578 consisted of inquiries from industry and the public about prices charged and in 258 cases a price reduction was voluntarily effected.

Activities of Regional Centres

Since their establishment on April 30, the 10 Regional Centres of the Price Commission have been engaged in providing an information service to industry and the public about the terms of the Price Code. At the same time they have also investigated some 7,000 reports from the public of price increases and, as a result of their inquiries, 258 price reductions have been voluntarily effected (see above).

The Price and Pay Code administered (so far as prices are concerned) by the Commission does not control the individual selling prices of goods sold by the retailer but controls the overall gross and net profit margins on his trading. But unreasonable or excessive price increases on individual items may suggest that the Code is not being followed. Consequently the Commission hope that the public will continue to make reports of any price increases which appear unreasonable or excessive. Such action can normally most helpfully and effectively be channelled through consumer organisations or other local agencies which represent the views of consumers.

The 10 Centres will find this of help particularly in the work they are now starting in checking records kept by the Category III enterprises under the Information Order (SI 778). In broad terms, Category III enterprises must keep records of the amount of their sales, their net profit margin reference levels (and, as stated above, in the case of distributors, gross percentage margin reference levels as well) and the movement in these margins as from April 29 last. Records must also be kept of any increases in prices or charges, and of the justification for these under the Price Code.

Although enterprises smaller than Category III are not required to keep records under the Information Order, they are nevertheless expected to follow the rules of the Code; and their normal accounting records may be inspected to check that their profit margins have not increased.

The Price Commission has powers to require documents and information to be produced. It is hoped, of course, that enterprises will make their records and accounts available to Price Commission officials should they be requested.

Note

Category III firms are not required to notify the Price Commission of intended or actual price increases but are required to keep records of costs and prices so that checks may be made. Category III firms are defined by the size of their annual turnover.

Manufacturing, mining, public utility, transport, postal and telecommunications services with an annual turnover of between £1 million and £5 million;

distributive organisations (wholesale and retail) with annual sales of between £250,000 and £10 million;

service trades with an annual turnover of between £250,000 and £5 million;

construction firms with an annual turnover of between £1 million and £10 million;

firms providing professional services and having an annual turnover of between £100,000 and £500,000.

Monopolies Commission report on parallel pricing

Sir Geoffrey Howe, Minister for Trade and Consumer Affairs, announced in Parliament on July 12 that he has accepted the Monopolies Commission's conclusions and recommendations in their Report on the general effect on the public interest of the practice of parallel pricing.

He said: 'The report has been published today. The Commission found that parallel pricing was likely to be found in industries where a major share of the industry's market is concentrated in the hands of a few large sellers. Parallel pricing is the outcome of an appreciation by the industry that the interests of each member of the group might be best secured by the co-ordinated pursuit of the interests of the group as a whole. The Commission did not wish to imply that a structure of a large number of sellers engaged in open price competition is necessarily and universally more in the public interest, nevertheless the practice of parallel pricing does have consequences that may operate against the public interest. These include the possibility of a higher level of prices and profits; the possible persistence of a wider range of cost differences between sellers for a longer period than would prevail with a more competitive market structure; and the possible general weakening of the pressure on all sellers to maintain a high degree of efficiency. In addition the Commission found that there was a possibility that parallel pricing could retard technical change and sustain inflation.

'The Commission found the task of remedying such detriments far from easy. This is because when sellers simply choose not to compete on prices, they cannot be directly required to change their behaviour, which is largely a consequence of the structure of the markets in which they operate. In these circumstances there appeared to be only two ways of limiting the extent of the damage to the public interest: to endeavour to restrict the development of situations in which the practice is most likely to arise; and to ensure that steps are taken to reduce the damage which might flow from a continuation of the practice.

'Accordingly the Commission recommend:

(i) that the Department of Trade and Industry should bear in mind when considering whether or not to refer proposed mergers to the Commission, that a high degree of seller concentration is a prerequisite of parallel pricing; and

(ii) that the Department of Trade and Industry should have such situations in mind when deciding what references to make to the Commission under the provisions for referring industries in which conditions of monopoly or oligopoly prevail.

The report provides a very useful analysis of the detriments that can result from parallel pricing and I accept its conclusions and recommendations which I will bear in mind in making further references to the Commission. After the Fair Trading Bill is enacted, I shall draw the report and its recommendations to the attention of the Director-General of Fair Trading.'

Notes

The Commission submitted their Report on the general effect on the public interest of the practice of parallel pricing on April 13, 1973.

The reference was made on May 18, 1971, under Section 5 of the Monopolies and Mergers Act 1965. Section 5 references call for reports on the general effect on the public interest of practices of a specified class. They do not confer the power to remedy mischiefs by order.

Copies of the Monopolies Commission's Report are available from HMSO (price 26½p).

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THE EXPORT FREIGHT FORWARDERS

Government's interest in worker participation

THE importance of finding ways for employees to take a fuller part in the control and management of their companies was described on July 11 by Lord Limerick, Parliamentary Under-Secretary of State for Trade.

Lord Limerick, who was speaking at a conference of the North-Western Engineering Employers' Management Training Centre, held in Runcorn, said that since the war the structure of our industry had altered radically. The more personal owner-managed firm has tended to give way to corporations of increasing size, relying on professional management largely divorced from ownership. The presumption of law that a company director's only fiduciary duty is to his shareholders has been challenged. 'We all know that in practice directors in arriving at their decisions ignore the interests of other sections of the community to a greater or lesser extent at their long-term peril,' said Lord Limerick. 'Consumers expect value for money; the community at large will not for long tolerate excessive smell, noise, or pollution; and the work-force forms the most essential asset of any business. Without workers who are able reasonably to identify their interests with the interest of the business, led by a trained management with a similar identity of interest, it cannot function efficiently; deprived of labour it cannot function at all.'

Lord Limerick said that many of our industries have been radically reorganised so that a very large number of people work in organisations forming a small part of conglomerates and multinationals '—of increasing size, of increasing breadth of interests and range of products, spreading not only across whole nations but across international frontiers. And the larger the scale the more remote work-people feel from those who direct the organisations which employ them.'

The Government's belief, Lord Limerick said, is that companies should take account of the interests of their employees when making decisions which affect their employment conditions or job security. 'Exercise of this responsibility necessarily requires the involvement of workers in the decision making process. This issue is of the greatest importance, partly on grounds of simple humanity, self-respect and job satisfaction, partly also as an aspect of company organisation.

Points for discussion

'Traditionally, this involvement has been achieved in the UK mainly through the development of collective bargaining arrangements. The policy has been to set up a framework of law and good practice which will encourage employees and unions to discuss and negotiate arrangements most suitable for their particular situation. The proposals for employee directors on a supervisory board in a two-tier board system are a positive contribution to this discussion. They are by no means, however, the last word in the debate. They are not the only or necessarily the most important form of employee participation. There is much to be said for the view that the main focal point for participation in a company should be through full and constant consultation at the levels at which the decisions affecting the employee's working life are taken from day to day.

'The Government are working hard on these questions. We want to find ways for employees to take a fuller part in both the control and management of their companies, and whether there are ways in which at the same time companies might strengthen the efficiency of their organisation so that management can be both efficient and human. These are ends that are valuable in themselves; they can also be, most importantly, a key to the development of a spirit of closer co-operation in the national economy with less conflict and confrontation. When we present our proposals for company law reform, as we hope to do in the very near future, and when the Secretary of State for Employment presents his ideas on employee participation later in the year the Government will be aiming to open up public debate on issues of vital importance. We believe that there is some urgency in this, but we must not fall into the opposite error of jumping to conclusions and rushing to adopt devices before informed and constructive public opinion has had the opportunity to express itself and develop some consensus.'

Worker participation in industry was the subject of two speeches last week by Lord Limerick, Parliamentary Under-Secretary of State for Trade, who has special responsibility for commercial policy in the UK. He is seen (left) with Mr. M. T. Fuller, executive governor of the North-Western Engineering Employers Management Training Centre, which organised a conference on the subject at Runcorn. Lord Limerick also addressed a conference of the Industrial Participation Association at Oxford.

UK industrial geography undergoing radical change

—Mr. Christopher Chataway

'THE industrial and commercial geography of this country is undergoing a radical change,' said Mr. Christopher Chataway, Minister for Industrial Development, in Derbyshire on July 12. 'We are on the way to achieving a faster rate of growth and a better balance of economic activity in this country.'

The Minister was speaking at the opening of a new factory at Tibshelf for Scandinavian Aluminium Profiles AB Ltd. Mr. Chataway added: 'All decisions on new investment are based on confidence for the future. On this occasion it is an overseas firm that has chosen Britain as the right place for expansion.

'This factory materially strengthens the area's industrial and employment potential and is a tangible expression of the drive for regional progress which the Government launched a year ago. Under the 1972 Industry Act the company was able to take advantage of the help that the Government can give to stimulate expansion in the areas for expansion. SAPA was in fact the first company in the Intermediate Areas here to benefit from financial assistance of this kind.

'Applications have been received from 30 companies for loans or interest relief grants and removal grants amounting in total to £2¼m. This is additional to the many applications that have been made for regional development grants on new buildings in both the East Midlands Intermediate Area and the North Midlands Derelict Land Clearance Area. While this Government has been in office industrial development certificates totalling an area of 4.7 million sq. ft. have been issued in the Notts./Derby and Worksop Intermediate Areas. Besides new factories built by many British companies from other parts of the Midlands and the South we have welcomed a number of overseas firms—among them Canadians, Americans and French.

'I am glad to say that—reflecting the very rapid economic expansion now in train—the unemployment rate in the Notts./Derby Intermediate Area has dropped by well over 2 percentage points

since the spring of last year. At 2.9 per cent it is now not much above the average for Great Britain as a whole.

'Of course, the full effect of the Industry Act has yet to be felt as the investment decisions which are now flowing from these incentives come to fruition over the next few years. But the drive is going well. Over the country as a whole we have made offers of selective assistance to more than 200 firms for projects promising some 22,000 new jobs. More than 500 further applications are now being processed which involve about 53,000 extra jobs. We have already paid about £22½ million in regional development grants with £26 million or so still to be paid on outstanding applications. These grants represent investment expenditure by the firms themselves totalling nearly £250 million.'

New scheme for service industries

'Last month,' Mr. Chataway continued, 'I announced a new scheme to encourage those service industries with a genuine choice of location—including offices and research and development units—to move to the areas for expansion from the rest of the country. We will pay £800 for each employee moved with his job. We can also meet the cost of approved rent at the new location for up to three years in Intermediate Areas or five years in Development Areas. I hope that a great many firms will seriously consider the benefits, environmental as well as financial, of moving from the congested regions.

'Following the Summit decisions the European Community is charged with setting up its new Regional Development Fund, to cope with industrial as well as farming problems, by the end of this year. . . . Meanwhile the Commission's recent decision under the competition policy heading means that we can maintain the levels and coverage of our own incentives in the Intermediate Areas and the other areas for expansion.

'To sustain the growth in our economy over the longer term, the need to jack up the level of industrial investment to a new and higher plane is also very clear. Otherwise we shall not have the modern capacity capable of winning enough new business in rapidly developing European and world markets.

'In this matter of investment overseas capital is necessary and welcome. This is why I recently launched a major campaign to attract overseas investment and strengthened the DTI's own organisation. Investment decisions take time to make, but the initial response is encouraging. With the special effort begun in Germany earlier this year the flow of inquiries from this source has increased substantially. . . . Our policy of welcoming inward investment is based on the fact that overall it brings strong benefits to us in terms of capital and expertise.

'If we want a high rate of growth for world trade itself we should not be surprised by the growth of international enterprises. Most certainly trade will not expand rapidly unless investment grows also.

'Nor is it the case that most investments in this country are of mammoth size. On the last figures we have, the average size of overseas investments in the United Kingdom had a book value of £1.34 million. It is contrary to previous experience of the growth of individual companies to believe that world trade and investment will eventually become concentrated in a few international enterprises.'

Combined effort to 'sell' Merseyside

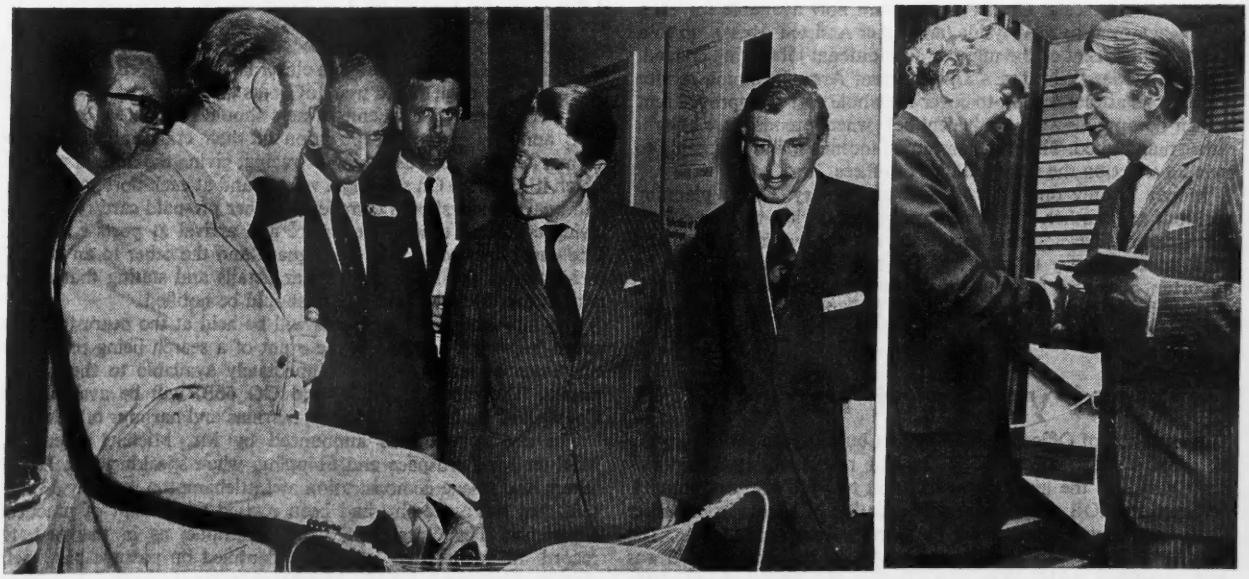
—Mr. Christopher Chataway

OPENING discussion at a one-day Merseyside conference, involving industry, local authorities, the trades unions and the Department of Trade and Industry, on July 13, Mr. Chistopher Chataway, Minister for Industrial Development, said the area had a tremendous amount to offer to new industries, both from within the United Kingdom and from overseas. The conference was the first of its kind to have been organised by the DTI; it was called 'Marketing Merseyside 1974', emphasising the future opportunities.

In addressing the conference, Mr. Chataway said that he hoped by the end of the day proposals would emerge for a joint co-operative, and sustained, selling effort to market the industrial and commercial resources of Merseyside. 'We have to answer the straight question: What more can we do, together, or separately, to market Merseyside to the fullest, most fruitful extent?'

The Minister stated that the gathering would not have been possible had it not been for Merseyside's own growing awareness of the need to draw closely together the three mutally dependent elements of labour, management and local authorities.

'What lies behind this gathering today is a spirit of co-operation,



Further advance towards saving British industry £500 million a year by the application of existing knowledge alone is being made through the 'Design in Tribology' exhibition opened by Mr. Christopher Chataway, Minister for Industrial Development, at the Design Centre, London, on July 10. Tribology is the science and technology of friction, wear and lubrication, and subjects covered by the exhibition include bearings and seals, lubricating systems, wear-resistant materials, friction clutches, damping devices, vibration and shock, repair of worn surfaces, heat dissipation from housings, and failure detecting methods. Left: Mr. Chataway, listening to Mr. Tony Key of the Design Centre, is flanked by Lord Caldecote, Design Council chairman, and Dr. H. Peter Jost (right of picture), chairman of the DTI Committee on Tribology, which introduced the word and concept in 1966; in the background are Sir Jack Rampton (left), Secretary (Industrial Development), DTI, and Mr. Geoffrey Constable (centre), head of engineering design, Design Council. Right: Mr. Chataway presenting the Institution of Mechanical Engineers' first tribology gold medal to Dr. David Tabor, of Cambridge University, a member of the DTI Committee on Tribology. The exhibition—open until August 4—has been organised by the Design Council in conjunction with the DTI to coincide with the publication by Butterworths of the 'Tribology Handbook'.

a realisation that there is much common interest between all those present. We recognise that the moment is opportune for joint effort and that the new local authorities, unions, management and Government have a message about Merseyside that it is vital to deliver throughout the United Kingdom and overseas.'

Mr. Chataway continued: 'In the past year there has been strong growth in the British economy. Unemployment across the country has fallen sharply. Vacancies are now at their highest level since 1953. But Merseyside has not shared to the extent that it should have in that improvement. There are resources here, which are not yet fully appreciated in the world beyond.

'Now is the moment therefore to get Merseyside's advantages across as never before. The British economy is expected this year to grow faster than seven out of the other eight members of the Community. Now that we are members of the EEC many more firms are looking to Britain as the base from which to serve Europe. We as a Government, assisted by the trades unions and others, are making a determined effort to boost the flow of investment from abroad into the regions. There are constraints on expansion in many other parts of the country.'

Subsequently, the Minister said that so far as the Government was concerned it was no part of his purpose to claim that all they did was the last word in perfection. 'But I do hope that the Government input into the total attractions of Merseyside to new investment is a considerable one. The package of incentives is a more powerful one than has ever been provided before. And in case there is doubt about it, let me repeat the assurances I have recently given to the North West Industrial Development Association. The Government is determined to maintain our system of regional aids, both in level and coverage within the developing regional policies of the European Economic Community.

'So, if manufacturers are already established here, and have plans for expansion, they can obtain 20 per cent of the cost of buildings, and 20 per cent for plant and machinery, in addition to tax allowances. They can also, obtain loans on preferential terms, or interest relief grants if that is what they prefer. If they are thinking of moving into Merseyside, they can in addition qualify for removal grants.

'Service industries can obtain loans or interest relief grants, if they have mobile projects, with a genuine choice of location. But I regard the new incentives to service industries moving to assisted areas, which I announced on June 13, as the most important innovation in regional policy of this past year. It is the first such scheme on any scale. Grants of £800 are now available for each employee moved to Merseyside (and other Assisted Areas), up to a limit of 50 per cent of the number of additional jobs being created.

'And, in Merseyside, as a Development Area, incoming service projects can attract a grant to cover the whole cost of approved rent in their new premises: or equivalent help where premises are bought rather than rented. That is a substantial incentive, and it is going to have an effect on the siting of a lot of offices.

'Money is only one of the needs of industry. Quick planning decisions are another. May I say how important it is to Merseyside, that industrial development certificates are not required? Time and effort means money to industry. The abolition of the IDC is an important incentive for your area. Another crucial selling point is availability of young, trainable male labour. This is a valuable, under-used resource.'

Busiest year yet for LOB

THE Location of Offices Bureau had its busiest year yet during the 12 months ended March 31, 1973. The number of new inquiries dealt with was the highest since its first two full years of activity. In addition, LOB now has an accumulation of clients from earlier years who continue to consult the Bureau from time to time. The number of firms who actually moved during the year 1972/73 was 182, involving 9,936 office jobs. During the 10 years of LOB's existence a total of 1,338 firms and 94,331 jobs have been transferred.

In addition to the firms which had already moved by March 31, there were another 64 companies which had made a definite decision to move to specified places in the next two or three years, dispersing a further 28,390 jobs. This is by far the largest pool of pending moves that the Bureau has ever recorded. One outstanding feature of the figures is the changing size of the moves. Those that have already taken place average 70 jobs a move; those in the pipeline average well over 400.

In the introduction to LOB's annual report for 1972/73, the Chairman, Mr. C. A. Prendergast, points out that according to London Transport's 1972 figures, the number of people entering central London by public and private transport between 7 a.m. and 10 a.m. daily fell from 1,260,700 in 1962 to 1,114,000 in 1972. Although it is not possible to say how much of the decline was due to a drop in the number of office commuters, 'one can say with confidence that without the exodus of office jobs there would have been no such fall in commuting.'

Another encouraging feature of the past year, according to Mr. Prendergast, was the increase in the flow of new clients to LOB. Both the number of firms and the numbers of jobs involved were higher than in any year since 1965/66, although how many of these potential moves will actually take place cannot be known for certain.

Mr. Prendergast refers to the publication of the Layfield Report on the Greater London Development Plan, and the announcement of Government incentives for the movement of service industries to the assisted areas. The Layfield panel recommended that office construction in outer London should be concentrated in certain named areas for growth, so as to establish a close relationship between workplaces and transport facilities—a concept previously recommended by LOB. 'I hope,' comments Mr. Prendergast, 'that now we have both the GLDP and the Layfield report we may begin to see some progress in the direction recommended.'

The Government announcement about financial incentives to encourage the movement of office jobs to the assisted areas was made after the period covered by the report, and is only briefly touched upon. However, the LOB Chairman considers that 'this step comes at a most opportune time, when more and more potentially big movers are showing themselves willing to contemplate more distant areas, and when advances in all forms of communication are making such moves a more practicable proposition.'

New Coastguard safety service for yachtsmen

A NEW safety service to be operated by HM Coastguard for the benefit of yachtsmen and boat owners came into force on July 13. It will supersede the former Yacht Passage Safety Scheme (CG 66), which had been in operation for about five years. The object is to expedite and localise search and rescue action when a craft is overdue or in distress and to encourage a closer liaison between HM Coastguard and the owners and users of boats and yachts.

Under the new free scheme owners should complete a card (CG 66A) annually giving a description of their craft and stating its normal activity, such as fishing or racing, giving the normal area in which it operates. On starting a voyage and at each port yachtsmen and boat owners should complete another pre-paid card (CG 66B) giving estimated time of departure and arrival at ports en route. One part is posted to HM Coastguard and the other to an 'agent' (a relative or friend) giving similar details and stating that if the craft is overdue HM Coastguard should be notified.

The information on the cards will be held at the nearest Coastguard 'receiving' station. In the event of a search being organised this essential information is immediately available to the Coastguards. The cards (CG 66A and CG 66B) will be available at Coastguard stations, yacht clubs, marinas and harbour offices.

The new service was announced by Mr. Michael Heseltine, Minister for Aerospace and Shipping, when speaking at a RNLI search and rescue demonstration at Littlehampton, on July 13. He said that the procedure had been revised as a result of practical experience. The Coastguard would continue, as in the past, to record all yachts that could be identified on passage past their stations and were capable of making a rapid check for sighting reports in an overdue or distress situation. An excellent safety procedure for yachts had been agreed with the SAR authorities in France for cross-Channel voyages.

The Minister added: 'The essence of both the local records and passage schemes is that the Coastguard will have a full and accurate description of yachts which may be overdue or in distress. They will also have starting points for search and rescue action when needed. A feature of the new scheme is that the yachtsmen need not in future contact the Coastguard to report a safe arrival.'

'Britain generously endowed with energy resources'

—Mr. Tom Boardman

THE suggestion that Britain is in an energy crisis situation—or even drifting unheedingly towards some kind of fundamental collapse of the energy economy—was described as misleading by Mr. Tom Boardman, Minister for Industry, when addressing the European Parliament's Committee on Energy, Research and Technology in London on July 11. It was the first meeting of the committee to be held in the British capital.

Mr. Boardman added that the crisis attitude suggested in recent publicity 'reflects a misreading of the world situation, and a misunderstanding of Government policy. It is in no spirit of complacency that I resist those who assert crisis and who prophesy disaster. There are certainly problems in prospect, some of them extremely complex. The Government is approaching these in an active and realistic way. But the essential point is that we have the time, the resources and the technology to find solutions. If the world fails to solve its energy problems it will be because of a failure of will and effort, not some intractable constraint inherent in the problems themselves.'

Mr. Boardman said that the future posed three main problems, each a wide subject for study in its own right, with many detailed ramifications. 'The first is a short-term dislocation of energy supplies, a matter of days, weeks or months. This sort of problem can arise from a variety of causes; the most obvious being measures taken by overseas suppliers. The degree to which normal supplies are reduced may vary, as can the geographical distribution of the problem. The best protection against temporary dislocation is a combination of good stocks, diversified sources of supply and sensible contingency planning.

'The UK Government have taken action in each of these areas. Our 1973 Coal Industry Act gives us power to assist coal stocking. We have also supported EEC Directive 72/425 which obliges all Community member states to be maintaining 90-day minimum oil stocks by January 1, 1975, and a further directive requiring governments to have available the legislative or administrative means for dealing with an oil supply emergency.'

The Minister emphasised that these measures did not mean that rationing was to be introduced. He added that Government policies had been specifically directed to diversify the energy base to give the flexibility to deal with supply difficulties in a single fuel or from a single supplier.

Prices

The second group of problems to which the Minister had earlier referred concerned prices. He continued: 'I am excluding consideration of the short-term requirements of counter-inflation policy and concentrating on the underlying trend in real prices. It is the common currency of the fuel press that the world is going to have to pay more for its energy in the future. It would be misleading for me to suggest that is untrue.

'What I would say, however, is that there is considerable scope for reducing the impact of price increases, both nationally and internationally. I would single out three factors. The first is the need to maintain a reasonably diversified energy economy.' The second factor was the question of energy conservation, efficient fuel use and the minimisation of waste. 'Of course market forces encourage efficiency in the production, transmission and use of energy—especially in a situation of rising prices—but there may also be a role for Government in reinforcing natural economic pressures.' Mr. Boardman gave instances of such measures, including the 1957 Thermal Insulation (Industrial Buildings) Act, which prescribed minimum standards of thermal insulation for factory premises.

The industries concerned were also constantly making improvements, such as in the efficiency of domestic appliances or by replacing relatively inefficient old generating plant by modern designs. There were also district heating schemes and combined heat and power systems which might prove an attractive option in certain specific applications. Then there were the more novel concepts of solar energy, geothermal power and wave, wind and tidal schemes.

The Minister's third point on prices related to the artificial bidding-up of prices that could occur if there were a disorganised scramble to secure supplies at any cost. He added: 'This need not happen. The UK has made it clear that it favours wide international consultation with the aim of achieving long term and fair co-operation between the producing and the consuming countries. Disruption of the energy markets cannot in the end be in the interests of any party, whether producer, consumer, or (as in the case of the UK and the USA) both.

'The third set of issues—the possibility of progressive exhaustion of fossil fuel supplies—is perhaps the one that has received most public attention. It is quite distinct from the other sorts of problems I have mentioned, and we must subject it to a cool and careful analysis in order to establish just how real a threat it is.

'Quantities and timescales are of the essence. Of course there are considerable uncertainties here: no one knows exactly how much oil there may be in unexplored areas, or to what extent the rate of growth of energy demand may diminish if prices increase, or precisely how soon certain new technologies will become available. But making the most sensible assumptions one can about these and a host of other variables we can see no crisis of exhaustion. Enough fuel of a conventional type remains in the ground—and I am talking on a world as well as a UK basis now—to satisfy foreseen demand for many many years to come. Long before known reserves of oil or gas run out we should begin to have available alternative sources of energy.

Nuclear power

'Foremost among these is nuclear power, which is already responsible for the generation of 10 per cent of UK electricity. During the 1980s the various types of thermal reactor should be joined by fast reactors, which will markedly increase the overall efficiency with which uranium can be used. Neither the complexities of reactor choice, nor the need to ensure that our reactors and their waste products are subject to the strictest safety requirements, should blind us to the fundamental fact that nuclear power is here, and here to stay. In due course, indeed, one can see it extending its range, perhaps for example by providing process heat. And there is the ultimate prospect of controlled fusion, which would represent a virtually unlimited energy source.

'Nor should the fossil fuels be prematurely written off. I have already said that conventional reserves are sufficient for a long time yet. In addition there are good prospects for securing supplies of these fuels from new sources. Here I include deep sea reserves, oil shales, tar sands and coal, from which either oil or gas can be produced at a price.'

Turning to the entry of the UK into the European Community and the Summit commitment to develop an EEC energy policy, Mr. Boardman said these were of vital importance. 'Western Europe is, and is likely to remain the largest energy importing block in the world. In a situation of rising demand it is prudent for the Community to try to build up a common approach to energy issues, and for that approach to be an outward-looking one that takes into account the interests of both the producers and other consuming countries.

'The Council of Ministers made a start on this work at their meeting on May 22. Much remains to be done, however, and the Commission has promised to come forward with concrete proposals on a number of outstanding topics before the end of the year.'

In concluding, the Minister said that major decisions had already been taken. In other areas policies were still developing, or might be subjected to amendment. 'This is in the very nature of energy policy: one cannot freeze the situation at a particular moment in time, take all the relevant decisions then sit back just to monitor progress. The future is constantly becoming clearer, if only because it is getting closer, and adjustments have to be made accordingly. What is needed therefore—and what I believe we have already developed—is a broad but flexible strategy coupled to a process of constant review and analysis.'

He ended by saying 'We have refused to be rushed into precipitate action or, equally dangerous, delayed beyond the point of prudence by those who will always claim that waiting a little longer will bring important fresh information. The UK is generously endowed with energy resources, both in volume and variety. While no doubt we shall encounter local difficulties from time to time there is no reason, given that we continue to pursue a sensible policy, why we should face an energy crisis. But we must work and plan to maintain our changing energy supplies—they will not flow of their own accord.'

New reference to the Monopolies Commission

THE Minister for Trade and Consumer Affairs, Sir Geoffrey Howe, announced on July 13, in answer to a Parliamentary Question, the decision to refer to the Monopolies Commission the supply in the United Kingdom of wheat flour and bread made from wheat flour, and of frozen foods, with the exception of whole frozen poultry.

Clearance of merger proposals by the DTI

THE Department of Trade and Industry announce that on the information at present before them it is not their intention to refer to the Monopolies Commission, under the provisions of the Monopolies and Mergers Act 1965, the following merger proposals:

1 acquisition by Midland Bank Ltd. of full control of Montagu Trust Limited.

2 J. Coral Holdings Limited and Associated Leisure Limited.

3 Griffiths Bentley and Co. Ltd. and Bryanston Finance Ltd.

Investigation of First Re-Investment Trust and Nelson Financial Trust

MR. Peter Walker, Secretary of State for Trade and Industry, in pursuance of the powers conferred on him by Section 165 (b) of the Companies Act 1948, has appointed Mr. David Cozens-Hardy Hirst, QC, MA, (Cantab), of 1 Brick Court, Temple, London EC4Y 9BY, and Mr. Richard Norman Darbey Langdon, FCA, of St. Mary Axe House, St. Mary Axe, London EC3, to act as Inspectors to investigate the affairs of First Re-Investment Trust Ltd. and Nelson Financial Trust Ltd. and to report thereon in such a manner as the Secretary of State may direct.

Official appointments

THE Secretary of State for Trade and Industry has authorised the following appointments:

Professor G. R. C. Atherley, Safety and Hygiene Group, University of Aston in Birmingham, and Professor C. F. Cullis, Department of Chemistry at the City University, London, to be members of the Safety in Mines Research Advisory Board. Their appointments are effective from June 5, 1973.

New address for West Midlands Regional Office

THE Department of Trade and Industry's West Midlands Regional Office will be moving on and immediately after July 23 to Ladywood House, Stephenson Street, Birmingham B2 4DT (tel: 021-632 4111). The telex number will be unchanged at 337021.

New publication on North Sea oil

NORTH Sea oil opportunities, details of operations in the offshore exploration and production of hydrocarbons, the companies involved and their requirements are all described in 'Oilfield', a publication compiled by the DTI's Northern Regional Office in collaboration with the North of England Development Council.

'Oilfield' is obtainable from the North of England Development Council, Higham House, Newcastle upon Tyne. Price £2 (by post £2.30).

UK airlines' success on North Atlantic

UK airlines in 1972 increased their share of scheduled and charter air passenger markets between the UK and North America. The UK share of the North Atlantic scheduled passenger market was 34.5 per cent, while charter operators increased their share of a market which diminished in 1972.

These figures are given by the Civil Aviation Authority in an article published in *CAA Monthly Statistics* (£25 annual subscription, from CAA Printing and Publication Services, Greville House, 37 Gratton Road, Cheltenham, Glos. GL50 2BN). The article shows that BOAC carried 1,120,500 passengers on its scheduled services in 1972, against 781,250 passengers in 1971, an increase of 43.4 per cent. Between 1968-72, the article says, scheduled passenger traffic carried by UK airlines increased by an average of 18.1 per cent, against the 14.0 per cent achieved by foreign airlines.

A total number of 1,054,400 passengers travelled between the UK and North America on charter flights in 1972, a decrease of 9.2 per cent. UK airlines held their own by carrying 51.5 per cent of the passengers.

'Going Metric in Industry'

FOUR 16-mm colour films under the series title of 'Going Metric in Industry' have been produced for the Metrication Board. The films consist of four reports on how eight companies made the change to metric with the firm's executives relating their own experiences.

Report No. 1, lasting 17 minutes, shows how five various-sized companies, ranging from suppliers of materials and components to manufacturers of assembled products, tackled their conversion to metric. The other three films deal with companies in particular industries—electric cables (17 min.), and textile machinery and packaging cases (each of 12 min.).

The films can be obtained from: Central Film Library, Government Building, Bromyard Avenue, London W3 7JB; Scottish Central Film Library, 16-17 Woodside Terrace, Glasgow G3 7XN; and the Central Film Library of Wales, 42 Park Place, Cardiff CF1 3PY.

Capital Duty

THE Board of Inland Revenue have issued a pamphlet containing notes for the guidance of limited companies, limited partnerships, etc. on the incidence of Capital Duty which is proposed by the Finance Bill 1973 to be introduced with effect from August 1, 1973.

Copies are obtainable on application to: The Controller of Stamps, Inland Revenue, Room 401, South West Wing, Bush House, Strand, London WC2B 4QN, or The Comptroller of Stamps and Taxes (Stamps Branch), Inland Revenue, PO Box 33, 16 Waterloo Place, Edinburgh EH1 3YR, or from any Inland Revenue Stamp Office.

Standard carton sizes for detergents

PLANS by the Soap and Detergent Industry to adopt a range of standard carton sizes for powdered detergents were announced on July 11 by Mr. Peter Emery, Parliamentary Under-Secretary of State for Industry and Consumer Affairs.

Answering a Parliamentary question Mr. Emery said:

'The industry plans to adopt a range of standard carton sizes for powdered detergents that will have a simple size progression of 1, 2, 3 and 5. This range is likely to be adopted as a Western European standard. For each individual brand carton weights will be in the same progression but since densities of detergents vary widely inter-brand comparisons by weight will be less specific. The proposed new carton sizes, which will be progressively introduced from January 1975, have been discussed and agreed with my Department and with a wide range of consumer interests.'

Salt: new report in a series on economic minerals

SALT or sodium chloride, occurring in nature as rock-salt (or halite) and in solution as brine, is the subject of the seventh of a series of short reports on mineral commodities of economic importance to the United Kingdom. Salt is an essential raw material for the heavy inorganic chemical industry, being used chiefly in the production of chlorine, caustic soda and soda ash; it is also used in food processing, as a preservative, for snow and ice clearance on roads, and as fertiliser.

The United Kingdom is a major world producer of salt, output amounting to over nine million tonnes in 1970. Exports exceeded 582,000 tonnes, while nearly 140,600 tonnes was imported, mainly in the form of fishery salt. Cheshire has been and continues to be the principal source of supply, but salt is also produced in Lancashire and Durham and in County Antrim in Northern Ireland.

The report has been compiled by the Mineral Resources Division of the Institute of Geological Sciences from information assembled for the inter-departmental Mineral Resources Consultative Committee and with the assistance of industry.

Salt: Mineral Resources Consultative Committee, is available from Her Majesty's Stationery Office. Price 47p, 36 pp.

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Supplementary questions and answers on the points in these pages are published in *Hansard*

THURSDAY, JULY 5

Export promotion

Sir Geoffrey Howe was asked if he was satisfied with the co-ordination between the various departments and Ministries in promoting exports and providing facilities to exporters. 'Yes, Sir,' he replied. 'The direction and co-ordination of all official services in support of the export activities of UK firms is the responsibility of the British Overseas Trade Board of which I am President, and on which my Department, the Foreign and Commonwealth Office, and the Export Credits Guarantee Department are all represented.'

Imports

A Member who asked for an estimate of the extent to which the volume of imports would change during the current year, having regard to the increase in the overseas trade deficit, was told by Sir Geoffrey Howe that it was not usual practice to publish estimates of this nature. However continued expansion of the economy was likely to be accompanied by some growth in the volume of imports since many of the industrial materials and machinery necessary for economic growth came from overseas sources.

Sir Geoffrey was also asked what percentage of the United Kingdom's imports came from the EFTA in 1964, 1970 and 1972. 'Ten, 13 and 14 respectively, taking the present composition of EFTA,' he replied.

Nuclear power programmes

A comparison of the nuclear power programmes of the countries in the Common Market was asked for. Mr. Boardman answered that the most recent comparison of the nuclear power programmes of the Common Market countries was given in the 22nd inquiry by the OECD into the Electricity Supply Industry, published in 1972. He gave the following information, extracted from the inquiry.

NUCLEAR ELECTRICITY MAXIMUM CAPACITY AT DECEMBER 31 (MW)

	Actual		Estimates					
	1969	1970	1971	1972	1973	1974	1975	1976
Germany	865	890	900	2,280	2,280	4,890	5,480	8,000
Belgium	11	11	11	11	403	1,273	1,665	1,665
Denmark	—	—	—	—	—	—	—	—
France	1,625	1,650	2,200	2,700	2,900	2,900	3,700	5,500
Ireland	—	—	—	—	—	—	—	—
Italy	606	552	552	552	552	552	552	1,352
Luxembourg	—	—	—	—	—	—	—	—
Netherlands	50	50	50	50	500	500	500	500
UK	3,900	3,400	4,100	4,200	6,000	8,300	9,100	9,800
Total EEC	7,057	6,553	7,813	9,793	12,635	18,415	20,997	26,817

Oil pollution

A Member asked: 'How many ships have been prosecuted in British courts in the past 12 months for oil pollution at sea; how many were fined; what was the average fine; and what were the largest and the lowest fines imposed?' Mr. Onslow replied: 'Five ships have been prosecuted by the Department in British ports in the past 12 months for oil pollution at sea. All of these prosecutions resulted in convictions. The average fine was £790, the largest being £2,750 (comprising a fine of £250 on the Master and £2,500 on the Owners) and the smallest £50.'

Ministers at the Department of Trade and Industry

Secretary of State for Trade and Industry: Mr. Peter Walker

Minister for Trade and Consumer Affairs: Sir Geoffrey Howe
Parliamentary Under-Secretary of State for Trade: Lord Limerick

Minister for Industrial Development: Mr. Christopher Chataway
Parliamentary Under-Secretary of State for Industrial Development: Mr. Anthony Grant

Minister for Aerospace and Shipping: Mr. Michael Heseltine
Parliamentary Under-Secretary of State for Aerospace and Shipping: Mr. Cranley Onslow

Minister for Industry: Mr. Tom Boardman
Parliamentary Under-Secretary of State for Industry and Consumer Affairs: Mr. Peter Emery

Minister without Portfolio: Lord Drumalbyn

Convictions

A question was put on the number of summary convictions recorded for pollution offences since the Oil in Navigable Waters Act came into force; and the total amount of fines imposed. Mr. Onslow said that to December 31, 1972 there were 870 convictions for offences committed under the Oil in Navigable Waters Acts 1955, 1963 and 1971, and the total amount of fines imposed was £155,861. The departmental records did not show how many of these convictions resulted from summary proceedings.

Low flying aircraft at Windsor

A request was made for an inquiry into the incident on Friday, June 29 when a PanAm 747 aircraft with engine trouble flew at a dangerously low level over Windsor High School at approximately 1400 hours. Mr. Onslow answered: 'An engine failed after this aircraft was committed to take off and the Captain correctly decided to climb straight ahead on three engines. As the day was hot and the aircraft was heavy, it passed over the Windsor area at a lower altitude than normal, probably in the neighbourhood of 600 feet. The Captain advised Air Traffic Control that he was going to clear the built up area and dump fuel in order to gain height: this operation commenced at a height of about 1,000 feet and continued for 20 minutes. The aircraft was initially cleared to Ockham Beacon at 3,000 feet and subsequently to Midhurst at 6,000 feet. It then returned to the Heathrow circuit and landed without further incident. In these circumstances, since both crew and aircraft performed as expected, there is no necessity for a further inquiry.'

Industrial development

The following figures were provided by Mr. Grant in answer to a question on the number of industrial development certificates issued in Scotland in each year since 1965.

INDUSTRIAL DEVELOPMENT CERTIFICATE APPROVALS FOR SCOTLAND
(Schemes of 15,000 sq. ft. and above)

	Number	Estimated additional employment (See notes 1 and 2)
1965	150	23,470
1966	130	21,500
1967	140	15,240
1968	158	18,840
1969	177	14,880
1970	130	9,840
1971	126	12,680
1972	•	•

• see note 3.

Notes:
1. These figures take no account of projects in the services sector, nor do they take account of the additional employment arising from industrial expansions and new projects below 15,000 sq. ft. or for which new building was not required.
2. Additional employment referred to is that estimated by the applicants to arise when the projects are complete and fully manned.
3. IDCs have not been required in the development and special development areas since July 1972. The figures for 1972 are not, therefore, comparable with those for earlier years. 90 IDCs were issued in 1972 for schemes of 15,000 sq. ft. and above from which 7,940 jobs were estimated by applicants to arise when the projects are complete and fully manned.

Hunterston

A question was asked about further projects for taking advantage of the deep-water port of Hunterston and environs in view of the need to absorb unemployment in the area. Mr. Grant said: 'As my right hon. Friend the Secretary of State for Scotland indicated in his memorandum of May 30, 1973, several planning applications

(continued on next page)

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continued

have been received in respect of Hunterston offering a number of valuable projects. The proposed discussions with interested parties, to which my right hon. Friend referred in his memorandum, have now begun, so that decisions can be made which will ensure the optional use of the site.'

MONDAY, JULY 9

Companies legislation

Mr. Peter Walker was asked whether he would ensure in his forthcoming legislation regarding matters connected with the Companies Act that such legislation would ensure that the Department of Trade and Industry were enabled and compelled to take action to enforce the existing legislation regarding company returns and the disclosure of information to shareholders. 'I hope in my forthcoming Companies Bill to take powers to strengthen the enforcement powers of the Registrar and to improve in various ways the disclosure by companies of information to shareholders,' said Mr. Walker. Another Member asked if, in the proposals for reform of Company Law, provision would be made that all the employees of a company, as well as the shareholders, should be considered to be members of that company. Sir Geoffrey Howe said: 'The Government are considering the whole question of relationships between employees and their companies.'

In answer to a request for a statement concerning the revised code for the guidance of the Price Commission planned for the autumn, in the light of the latest evidence of prevailing trends in domestic prices and profit margins and the overall level of demand in the economy, Sir Geoffrey said: 'The latest economic indicators suggest that the economy is growing in line with the budget forecasts. I am not yet ready to make a statement concerning any revision of the Code for the autumn.'

Managed public houses

In reply to a question on the percentage of beer sales to go through managed public houses; and the figure five years ago, Sir Geoffrey Howe said that the latest available estimate showed that in September 1972, of the total beer sold through retail outlets owned by brewers, less than 45 per cent was sold through managed houses. The corresponding figure for the last quarter of 1967 was 40 per cent.

Trade with EEC

A Member asked what was the increase in total value of UK imports from the rest of the EEC, and of UK exports to the rest of the EEC, respectively, in the first five months of 1973; and what was the visible trade balance between the UK and the rest of the EEC during this period. Mr. Walker answered that the figures were 39 per cent and 29 per cent respectively, between the first five months of 1972 and 1973. Figures of the visible balance for areas were prepared on an annual basis only.

Origin marking of imported footwear

Sir Geoffrey Howe was asked if steps would be taken to stop the import of sportswear shoes from Taiwan, Spain and other countries, which had a well-known brand name on them, but which did not indicate the country of origin. Sir Geoffrey replied: 'Since June 28, 1973 it has been an offence under the Trade Descriptions Act 1972 to supply or offer to supply in the United Kingdom imported footwear bearing a United Kingdom name or mark unless that name or mark is accompanied by a conspicuous indication of the country in which the goods were produced.'

Company liquidations

Information was requested on the number of firms going into liquidation from July 1, 1971 to the nearest convenient date: the total capital involved; and how much the creditors were estimated to have received. Sir Geoffrey Howe said that the numbers of companies which had gone into liquidation in England and Wales since July 1, 1971 were as follows:

Period	Totals	Voluntary Liquidations		Compulsory liquidations
		Creditors	Members	
1.7.71 to 31.12.71	3,996	1,240	2,183	573
1.1.72 to 31.12.72	7,743	1,913	4,680	1,150
1.1.73 to 30.6.73 (provisional)	3,700	790	2,329	581
	15,439	3,943	9,192	2,304

'I regret that the other information sought is not available and cannot be ascertained without undue expenditure of time and effort,' said Sir Geoffrey.

Company mergers

A Member asked under what Act the Secretary of State had powers in relation to proposed mergers of public companies after the proposals had been abandoned by the boards of the companies concerned. Sir Geoffrey Howe replied that if a proposed merger was abandoned after reference to the Monopolies Commission for investigation, the Commission was required, under Section 6(7) of the Monopolies and Mergers Act 1965, to lay the reference aside if it appeared to them that the proposals had been abandoned, and if the Department consented. However, if required by the Department, the Commission had to furnish such information as the Department might require as to the results until then of its investigation.

Agricultural and horticultural co-operatives

Stating that the Restrictive Trade Practices Act 1968 prevented farmers and market gardeners from deriving certain advantages from membership of growers' associations, a Member asked that consultations should be held with a view to introducing legislation to amend that Act so as to enable growers' associations to pursue their objectives. 'I am aware of suggestions that the special exemptions from the Restrictive Trade Practices Acts in favour of agricultural and horticultural co-operatives do not go far enough,' replied Sir Geoffrey Howe. 'My right hon Friend the Minister of Agriculture already has these matters under consideration.'

Non-returnable deposits

Mr. Emery was asked if powers would be sought to prohibit the practice of commercial computer training colleges seeking non-returnable deposits or course fees from potential students. He replied that the Fair Trading Bill already contained provisions which in certain circumstances could be used, if the Bill became law, to impose such a prohibition or to require that consumers should be informed as to the terms on which their money is accepted. These powers did not extend to the protection of consumers outside the United Kingdom.

Council of Europe's Consumer Protection Charter

Sir Geoffrey was asked about plans to introduce measures to comply with the Consumer Protection Charter adopted by the Council of Europe on May 28, 1973. He answered that the Government were in general accord with the spirit of this Charter, which was being considered by the Committee of Ministers of the Council. In many respects the principles of the Charter were already embodied in United Kingdom legislation.

Sale of Goods Act

A publicity campaign was suggested to advise buyers of their rights under the Sale of Goods Act and of the fact that certain so-called 'guarantees' and 'warranties' in consumer contracts made on or after, but not before, May 18, 1973 were void.

'Frequent references to these matters have been made in all the media of publicity and a pamphlet has recently been published on the rights given to consumers by the Supply of Goods (Implied Terms) Act 1973,' answered Sir Geoffrey Howe. 'We have sought to make it clear that exclusion clauses in consumer contracts of sales of goods or in misleading "warranties" or "guarantees" are void.'

Travel agents—consumer protection

Sir Geoffrey Howe was asked if he would hold urgent discussions with the travel and tour operators' industry on the creation of a draft code of conduct for consumer protection in advance of the appointment of a Director-General of Fair Trading. He answered that the Association of British Travel Agents already operated a Code of Conduct which included provisions relating to conduct between its members and the public.

Patents procedures

Sir Geoffrey Howe was asked what action was being taken: 'to ensure the primacy of the British Patents Office in the handling of English language applications for patents when a European Patent Office has been established, and, to safeguard the continuance of the team of examiners of the London Office, in view of their special experience?' Sir Geoffrey answered: 'The United Kingdom has secured an arrangement whereby, for a period of 15 years from the opening of the European Patent Office, a substantial number of applications filed in the English language may be contracted out for examination to the British Office on an agency basis.'

Trade with Japan

Asked if he had any plans to limit imports of Japanese-made colour television sets into the UK, Mr. Walker said: 'The Japanese authorities are well aware that I have been watching the position closely and that I hope the exchanges between the two industries that are now taking place will prevent the deterioration in the situation which would oblige me to take action. Mr. Walker also said in reply to a question that the value of British exports to Japan in the first four months of 1973, compared with the first four months of 1970, 1971 and 1972, were £78 million compared with £48 million, £50 million and £51 million. This showed an increase of 55 per cent over the last 12 months.

Company-owned motor cars

Mr. Grant was asked how many and what proportion of motor cars registered in each of the last five years were bought by or on behalf of limited liability companies and how many on behalf of firms or individual businesses. 'The statistics requested do not exist', he answered. 'The results of the "Motor Transactions Survey

1962", published in *Economic Trends* for May 1965, show that 53 per cent of new cars purchased mainly in 1960 and 1961 were bought entirely or partly for business purposes. A comparable sample survey planned to be published later this year suggests a similar percentage for transactions mainly occurring during 1969 and 1970.

Concorde

'I expect my next meeting with the French Minister of Transport about Concorde to be in the autumn,' said Mr. Heseltine in reply to a question.

Mr. Heseltine, when asked for a statement on the present position regarding the establishment of a Concorde simulator in Great Britain, said: 'The most appropriate arrangements for simulator training facilities are being carefully examined and I hope that the position will be resolved shortly.'

World commodity prices

An estimate of the trend of world commodity prices during the next 12 months, identifying the major commodities, was asked for. 'Forecasting trends in prices of basic materials is hazardous in view of their volatile behaviour,' said Sir Geoffrey Howe. 'It is not expected, however, that the recent fast rate of increase will continue during the next 12 months.'

Electronic navigation equipment

A question was put on the export value of British-made airborne and ground electronic navigation equipment, falling within that defined by the international aviation authorities as mandatory for meeting the on-route and terminal navigational air-traffic requirement, during the 12 months up to June 30, 1973. Mr. Onslow said the information was not readily available as precisely as defined nor for the period requested. The latest statistics from manufacturers' returns for the year 1972 were:

EXPORT DELIVERIES OF ALL AIRBORNE AND GROUND ELECTRONIC NAVIGATION EQUIPMENT*

	£ thousand
Airborne	10,306
Ground	2,899
Total	13,205

* Including equipment built into aircraft subsequently exported.

Separate statistics of equipment which meets the requirements of the international Civil Aviation Authorities are not available.

Source: DTI quarterly inquiry into electronic capital equipment.

Advertising on airships

Asked to identify the licensing and control procedures governing the flight of airships, displaying advertising material, over London and other urban areas, Mr. Heseltine said: 'Section 7(1) of the Civil Aviation (Licensing) Act 1960 forbids the use for advertising or communication purposes of aircraft and this definition includes airships while in flight over the UK except in the circumstances prescribed in The Civil Aviation (Aerial Advertising) Regulations 1971.'

Weston-super-Mare coastguard station

A statement was asked for about the future of the Weston-super-Mare coastguard station. Mr. Heseltine said: 'When the lease of the auxiliary coastguard station on Birnbeck Pier, Weston-super-Mare, expires in December, a new station will be opened at another site at Weston.

'The Royal National Life-Boat Institution will have to withdraw their lifeboats from the pier but will operate an inshore lifeboat from on shore. This will reduce the extent of lifeboat coverage at Weston-super-Mare but the institution will station a second lifeboat at Barry Dock.'

Foundering of 'Glen Shiel'

The following statement was made by Mr. Heseltine in answer to a request. 'The British motor vessel *Glen Shiel*, carrying a crew of five and one passenger, was reported to have foundered shortly after leaving Ayr in the early hours of June 29. One survivor was washed ashore at Troon and one body, that of the passenger, has been recovered. I have ordered a preliminary inquiry into this casualty. I am sure that the House would wish to join me in offering sympathy to the relatives and friends of those who lost their lives in this tragic occurrence.'

Aid to shipbuilding industry

Mr. Walker told a Member that aid to the shipbuilding industry was available under different sections of the Industry Act 1972, and totalled £21.2 million in the financial year 1972/73.

NCB's brick-making facilities

Answering a Member who asked if the Secretary of State would: 'now direct the National Coal Board to divest itself of its brick-making facilities,' Mr. Boardman said: 'As I told my hon. Friend on October 19, 1972, the Board's policy is to sell their brickworks, provided they receive acceptable offers. I understand that the Board are actively pursuing this policy and the question of a direction does not therefore arise.'

Power station construction

A Member asked what reduction in electric power station construction programmes there would be for the five years 1974-78, as part of the reduction in expenditure on nationalised industries, announced recently by the Chancellor of the Exchequer. Mr. Emery answered that the recently announced reduction in capital expenditure by the nationalised industries in 1974/75 should not affect the power station construction programmes of the CEGB.

Commercial practices of Electricity Boards

Mr. Emery, when questioned about the Secretary of State's consultations with the Electrical Contractors Association about the commercial practices of the Electricity Boards, said: 'The views of the Electrical Contractors Association are being fully taken into account in our examination of the retailing and contracting activities of Electricity Boards. A statement on the outcome will be made in due course.'

Oil consumption by CEGB

'What was the consumption of oil by the CEGB for each of the last five years?' a Member inquired. Mr. Emery provided the following figures:

Year	Oil consumption (million tons)
1968/69	5.2
1969/70	7.5
1970/71	11.1
1971/72	13.0
1972/73	14.6

Central heating fuels

Information was requested on the total tonnage and cost of gas, diesel oils and fuel oils used for central heating purposes in national and local government buildings, educational establishments, in buildings owned or used by the armed forces; in private houses; by British Railways and by the British Airports Authority for central heating purposes in 1962 and 1972, respectively. Mr. Emery answered: 'Information on the use of oil for central heating purposes which is readily available is published in the Department's *Annual Digest of Energy Statistics*. The relevant statistics are as follows:

INLAND DELIVERIES — Thousand tons

	1962		1972	
	Gas/diesel oils	Fuel oils	Gsa/diesel oils	Fuel oils
Central heating:				
Private houses	347	20	632	8
Educational establishments	94	355	808	365
National government buildings	21	208	403	638
Local government buildings	40	96	330	235
British Armed Forces	27	204	209	332
Foreign Armed Forces	31	59	51	14

'Comparable figures for costs and for the tonnages used for central heating purposes by British Railways and by the British Airports Authority are not available,' he said.

World oil reserves

A Member asked how many years' oil supply was left in the world, from present known sources, and assuming no increase in demand from to-day's level. Mr. Boardman answered: 'According to published estimates, world consumption of liquid fuels in 1972, including the USSR, Eastern Europe, and the Asian Communist countries, was about 2,600 million metric tons and at the end of that year the world proved reserves of oil, excluding the oil content of shales and tar sands, were about 90,000 million metric tons. On the basis of these figures, the world's reserves are equal to 35 years' supply.'

North Sea oil

Answering a question about the transfer of the Gulf Oil Company's share of Rough Gas Field; Mr. Boardman said: 'My right hon Friend has today given formal consent to the assignment of the Gulf Oil licence rights to the British Gas Corporation/Amoco (UK) Petroleum Ltd. Group. Under the terms of an agreement between members of the group, BGC will acquire a 50 per cent interest in the field as a whole. Prior to such agreement the British Gas Corporation had just over a 30 per cent interest in part of the field, the remainder being held by foreign owned companies.'

Asked what other applications there were for the blocks in sectors 2, 3, 210 and 211 allocated to Shell/Esso in the fourth round of licensing in the North Sea, Mr. Boardman said: 'There was a total of 95 other applications.'

In the sectors mentioned, said Mr. Boardman in reply to another question, Shell/Esso have been allocated the following blocks:

Block Number	Licensing round
3/12	4
210/20, 210/25	4
211/13, 211/14, 211/16, 211/21, 211/23, 211/26	4
211/29, 211/30	3

In answer to a Member who asked if the Secretary of State was satisfied that sufficient investment was available for the exploration for oil and gas off the north west coast of Great Britain, Mr. Emery said: 'Yes. Sir.'

Mr. Emery also said in reply to a question on HMG policy on the siting of oil refineries; 'It is

(*continued on next page*)

PARLIAMENT
continued

the Government's policy to encourage refinery development in the United Kingdom; individual projects are of course subject to the usual planning procedures.'

Steel groups in EEC

A list was asked for of the largest steel groups in the EEC countries. 'No information is available on the deliveries of EEC steel groups to domestic or to EEC markets,' said Mr. Boardman. 'The BSC is the largest single group in the Community being responsible for about 17 per cent of total EEC and UK output in 1971.'

BSC investment

'The British Steel Corporation's general programme of investment will be considered in the context of the agreed strategy for development described in Cmnd 5226,' said Mr. Boardman in reply to a question on policy towards future investment proposals for the BSC.

BSC wages policy

Mr. Emery was asked if a general direction would be given to the British Steel Corporation to pay all their employees the same rate for the job, regardless of their race. 'No, Sir,' said Mr. Emery. 'Rates of pay inevitably vary from country to country, but the Corporation assure me that they and each of their subsidiary companies throughout the world already pay all their respective employees the same rate for the same work regardless of race.'

Wool textile industry

A statement was asked for on the outcome of the discussions between the Government and the Wool Textile Economic Development Council with regard to the application of the provisions of the Industry Act to the wool textile industry and related matters. 'It is hoped to announce an agreed scheme soon,' said Mr. Grant.

Assistance to small firms

Mr. Grant was asked what proportion of the money given to firms within the terms of the Industry Act to date had gone to enterprises employing less than 200 people. He answered: 'This information is not available but some indication of the strong response from smaller firms in the regions is given by the fact that over 85 per cent of Section 7 applications are for loans (or the equivalent in interest relief grant form) of less than £250,000.'

Industrial development

Mr. Grant was asked how many applications for industrial development certificates were withdrawn in England in 1972. 'About 400,' he answered, 'over half of which were for certificates rendered unnecessary as a result of the changes in the IDC control in July 1972.'

Regional policy in Scotland

Replying to a question about the report by the Scottish Council (Development and Industry) on regional policy Mr. Walker said: 'I have noted the recommendations of the Council's recent report on European regional policy and am confident that the outcome of the Community's work in this field will be to the benefit of both Scotland and the other Assisted Areas.'

TUESDAY, JULY 10

Commodity arrangements for developing countries

Sir Geoffrey Howe was asked to state the prospects for further commodity arrangements designed to help developing states; and to outline any further commodities he had in mind. Sir Geoffrey answered: 'I hope that the recently extended agreement on coffee and that recently concluded on cocoa will come into operation and that the International Sugar Agreement will be re-negotiated. We are members of these and of the Tin Agreement. It is too early to say what new arrangements may emerge from a series of UNCTAD consultations on commodities and from the discussions within the Community of an export receipts stabilisation scheme.'

Loss of production in the motor industry

A Member asked Mr. Chataway to estimate the total loss of production, *ad valorem*, incurred by the motor industry as a result of strikes, disturbances, and lock-outs, during the year ended June 30, 1972. Mr. Chataway answered that loss of production by value has not been assessed. 'It is estimated however, that in 1972 some 225,000 cars and about 15,000 commercial vehicles were lost through industrial disputes within and outside the motor industry,' he said.

Government grants for tourist projects

A Member inquired if steps would be taken to make Government grants for tourist projects available to all parts of the country, and not just to designated development areas. 'We consider it better to devote the limited funds at present available to projects in the Development Areas,' replied Mr. Grant.

North Sea oil

'What monitoring is provided in Scotland to the quarterly or monthly reports demanded from the oil companies by the DTI on details of their contracts and the proportions won by Scottish firms?' asked a Member. Mr. Grant answered that many major contracts for offshore supplies had been won by Scottish firms. Because of the large amount of detailed work involved in tracing individual orders back to the place of manufacture, it was not practicable to identify from the quarterly returns the proportion of the total representing business won by Scottish firms but the Scottish Petroleum Office would pursue Scottish matters arising from the returns.

Mr. Grant was then asked what representations had been received from Scottish firms to the effect that they had been prevented unfairly from competing for orders in the North Sea oil industry. He replied: 'There are no complete records of all the queries and complaints that have been made on this subject since exploration and development began on the UK Continental Shelf. Two specific cases have, however, been identified. In one, the company concerned agreed that it did not wish the complaint to be pressed; in the other the complaint proved premature as invitations to tender had not at the time been issued.'

Coal output

A Member referred to experience in the United States and asked what provision was being made for the expansion of coal output. 'I am discussing long-term coal output with the National Coal Board,' Mr. Boardman told him.

Small boat safety 'gateways'

Mr. Heseltine was asked to list the small boat safety 'gateways' to be established in the Solent area during July and August in line with the proposals for 'Small Craft Safety Month'. Mr. Heseltine answered: 'The small boat safety "gateways" established on an experimental basis at the Department's suggestion were in Torbay and Whitby but one has been established at local initiative in South Wales and we hope that this will occur elsewhere including the Solent area. My Department has been active in encouraging a water safety campaign which is being run this month in the Isle of Wight.'

IDCs in Wales

A question was put on the number of new jobs created by IDC 'completions' in Wales since June 1970, and how many could be expected from IDC 'approvals' still in the pipeline. Mr. Grant answered that applicants for IDCs estimated that 18,450 jobs would be created by the completion of schemes of 10,000 sq. ft. and over in Wales for which IDCs were issued from June 1970 to December 1971. Because of the changes in the IDC control made in July 1972, comparable information for 1972 and succeeding years would not be available.

Nationalisation

In answer to a question on the cost of nationalising the largest 25 companies, Sir Geoffrey Howe said: 'The cost of purchasing the ordinary shares of the 25 companies with the largest turnover whose ordinary shares are quoted would be about £12,000 million. This figure includes the cost of increasing the Government holding in British Petroleum to 100 per cent.'

WEDNESDAY, JULY 11

Investigations under the Companies Acts

Sir Geoffrey Howe was asked to name the firms now being investigated by the DTI under the Companies Acts of 1948 and 1967; when each of these investigations began; and when the final reports were expected. He replied: 'Investigations under Section 165 of the Companies Act 1948 are being made into the following public companies and commenced on the dates indicated:

Pergamon Press Limited September 9, 1969
Corton Beach (Holdings) Ltd April 20, 1970
Blanes Limited June 25, 1971
Kwiksave Discount Group Ltd March 2, 1973
Newhome Veritas Limited March 30, 1973
Lonrho Limited May 23, 1973
John Willment Automobiles Ltd May 30, 1973
Ardmore International Film Studios Limited June 15, 1973

'I cannot at this stage indicate when I expect to receive final reports.

'In addition investigations are being carried out under the provisions of Sections 164 and 165 of the Companies Act 1948 into 48 private companies and under Section 32 of the Companies Act 1967 into 1 public company. I do not normally announce investigations made into private companies because there is usually only a limited interest in the matter. Inquiries under Section 109 of the Companies Act 1967 are proceeding in the case of 49 companies of which one is a public company. Section 111 of the Companies Act 1967 restricts the use to which information under Section 109 can be put and I do not normally disclose such inquiries as I wish to minimise possible harm to the company concerned.'

EEC mergers control

Was it the Government's policy to extend the Commission's authority under Article 86 of the Rome Treaties, Sir Geoffrey Howe was asked, and to what extent and in what form would it accommodate the Commission? Sir Geoffrey said: 'The Commission are considering the introduction of mergers control within the Community. I understand that there are tentative proposals which could involve an extension

of the powers provided under Article 86. I am keeping in touch with these developments so as to ensure that any such proposal is carefully examined.'

Street traders' prices

Unusually high prices were being charged to the public, particularly tourists, by some street traders; said a Member who asked if legislation could be introduced to require them to show the price of goods exposed for sale.

'I know that some abuses occur but I am confident that the great majority of tourists to this country are fairly treated and I am not convinced for the need for such legislation.' replied Mr. Grant. 'The Trade Descriptions Act already makes it an offence if goods are misdescribed or their price is represented as being less than it really is, and when the Fair Trading Bill becomes law the Director-General of Fair Trading will have a general duty to review consumer trade practices.'

Manston Airport

In answer to a query on the circumstances under which aircraft are diverted to Manston Airport; and the steps being taken to improve the constant availability of casualty services there, Mr. Onslow said that pilots in command of aircraft or operators of aircraft could, in an emergency, seek the consent of the RAF authorities for diversion to Manston aerodrome through Air Traffic Control. The circumstances in which consent was given and the availability of casualty services were matters for the Secretary of State for Defence.

North Sea oil

Mr. Emery said the price paid for the blocks surrounding 211/21 by Shell/Esso in the fourth round of licences, was £35,757.00 as the initial consideration for the four blocks concerned.

A Member who asked what reports had been received about the dumping of debris and rubbish in the North Sea by the oil industry was told by Mr. Emery that in 1972 the Scottish Trawler Federation made complaints about a number of obstructions on the sea bed said to have been caused by materials dumped from oil rigs. These complaints were investigated, but in no case could they be conclusively traced to oil operations. Licensees were required to take special precautions to prevent the dumping at sea of materials which could interfere with shipping and fishing operations

Office accommodation

A campaign was suggested 'to attract clerical and administrative employment to the development areas and, in particular, publicise the fact that office rents in the development areas average £1.25 per square foot, whilst rents in Central London are now approaching £10 per square foot.' Mr. Grant answered: 'The new incentives announced on June 13 to encourage service projects with a genuine choice of location, company offices and research and development units to move to the Assisted Areas is being vigorously promoted by my Department and the Location of Offices Bureau. This is the first time that such incentives have been made available in Great Britain. The rent-free period available under these new incentives of up to five years in Development Areas offers a large potential saving for companies paying high rents outside the Assisted Areas, and we are drawing to the attention of prospective applicants this and all the other advantages of moving to the Assisted Areas.'

'Attractive office accommodation is readily available in the Assisted Areas,' said Mr. Grant in reply to another question.

IDC refusals

Mr. Grant told a Member that 407 applications for industrial development certificates were withdrawn in the United Kingdom in 1972, most of which were for factories of an area lying between the old and new exemption limits.

EEC regional policy

Mr. Chataway was asked what representations he had received from the North-West Industrial Development Association on the EEC's regional policy and its implications for the North-West Region of the UK; what reply he had made; and if it was the Government's policy, in their negotiations with the EEC Commission and other member governments on regional policy, that the whole of the North-West Region of the UK should be regarded as a 'peripheral' area. Mr. Chataway answered: 'I discussed EEC regional policy with a deputation from the North West Industrial Development Association on June 27. The deputation's principal concern was that the Article 154 negotiations might lead to reductions in regional aid or to changes in assisted status in the region. I assured them that this was unlikely. In the event only our non-Assisted and Intermediate Areas were designated by the Commission as central areas; as my Rt. hon. Friend the Chancellor of the Duchy of Lancaster explained to the House on July 2, this decision left our regional aid systems unchanged. I also had a useful exchange of views with the deputation on the proposed Regional Development Fund.'

THURSDAY, JULY 12

Shortage of pvc

In reply to a question on Government action to ease the polyvinyl chloride shortage in the UK; and the proportion of the market supplied by the two leading companies, Mr. Grant said: 'The principal cause of the present shortage is a plant breakdown which will inevitably mean reduced supplies for some time. The two leading producers are believed to supply together rather over 60 per cent of the market.'

Mr. Grant said that between January to September 1972, imports of polyvinyl chloride polymer and co-polymer resins accounted for 21 per cent of total UK consumption.

Equipment for offshore oil industries

The use of obsolete naval tonnage for activities connected with offshore oil and gas industries was suggested, where the current marine construction capability was primarily vested in foreign interests. Mr. Grant answered: 'Ministry of Defence tonnage which is obsolete but has evident civil commercial possibilities is offered for sale by the Ministry of Defence through my Department which seeks the highest bid by means of competitive tender. If the hon. Member has any specific proposals for use of such tonnage in the marine construction field I hope he will let me know.'

European Trade Mark Office

The following statement was made by Sir Geoffrey Howe in answer to a question on siting the proposed European Trade Mark Office in London. 'When I replied to my honourable Friend on July 3 on this matter I was not in a position to make a definite statement. I am now pleased to be able to announce that it is the Government's intention to propose that this important European institution be sited in London, which we think is particularly suitable because of its ease of access.'

(see also page 126)

FRIDAY, JULY 13

Trade directories

Sir Geoffrey was asked if powers would be sought to make it illegal to send out invoices for entries in trade directories when no such request had been made. He replied: 'I am aware that solicitations for entries in certain trade directories continue to give rise to complaints, and I am considering whether further steps should be taken to deal with this matter. But it is not yet clear that there is a need for new legislation.'

Monopolies Commission

In reply to a question, Sir Geoffrey Howe said that he had decided to refer to the Monopolies Commission the supply of bread and flour, and the supply of frozen foods (other than whole frozen poultry).

Institution of Heating and Ventilating Engineers

A statement was asked for on talks with the Institution of Heating and Ventilating Engineers with regard to the status of members of the institution. Mr. Heseltine said: 'I met the President and immediate past-President of the Institution of Heating and Ventilating Engineers together with the Chairman and Secretary of the Council of Engineering Institutions on July 10. After a full discussion of the implications at home and in Europe, I have asked for a timetable to clear outstanding action on this difficult problem by the end of this year.'

Transport Aircraft Requirements Committee

Answering a question on aircraft projects under consideration by the Transport Aircraft Requirements Committee, Mr. Onslow said that it had not been found necessary for this committee to meet since October 1971. The best form for future consultation arrangements in this field was still being considered.

Mining industries

A Member inquired: 'What immediate financial assistance is being made available to miners and mining communities as a consequence of British membership of the EEC?' 'In addition to the general economic advantages conferred by membership of the Community, the British coal industry will benefit from the

(continued on page 143)

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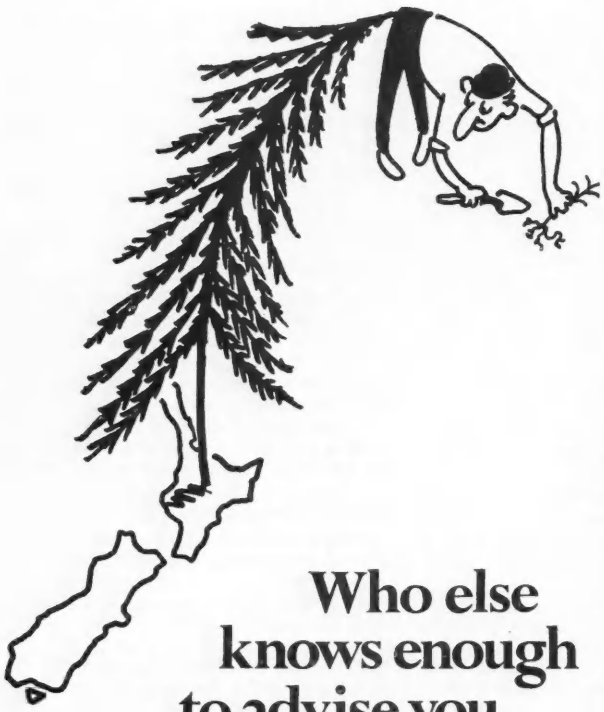

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6 Steel filing cabinets, ILFORD AZOFLEX 125 COPIER, Roneo Rapid 750 Duplicator, 14 Typewriters, 2 Plan Chests, Anson Copier, Wooden & metal lockers, Desks & tables, Various stacking chairs, 3 Large carpets, Single Beds, 11-tred SLINGSBY ALLOY PLATFORM STEPS, Great coats, Overalls, etc.

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PARLIAMENT
continued

various special schemes run by the ECSC,' replied Mr. Boardman. 'These include a contribution, in the form of readaptation grants, towards the costs of our own redundancy scheme and access to the money which the Community makes available for research and to Community loans for such purposes as housing, investment and reconversion programmes.'

Alternative fuels for aero-engines

'What research is being undertaken into aero engines using fuels other than fuel-oil derivatives? asked a Member. Mr. Onslow replied: 'Some research has been done on the use of alternative fuels, such as hydrogen and methane, for aircraft engines. This has not revealed major problems in the engine combustion area but there are many difficulties still to be resolved associated with the handling, storage, safety and economic aspects.'

North Sea oil

Mr. Boardman was asked to list the number of drilling programmes to be completed under the third and fourth round of exploration and production licences for North Sea oil and gas together with the estimates of costs. He answered that 85 licensees in the Third and Fourth round had outstanding obligations to drill a total of 167 wells in the North Sea at a probable cost of over £200 million.

Several questions were asked about the Candeca Company and oil exploration in West Lothian. Mr. Boardman replied: 'Two exploration licences have been granted permitting Candeca Resources Ltd to carry out seismic surveys and shallow drilling in areas of central Scotland; the boundaries are described in announcements published in the *London* and *Edinburgh Gazettes* today. Procedures for the issue of these licences do not include arrangements for tendering, nor prior consultation with local authorities, but are explicitly subject to the licensees obtaining all necessary planning consent. The licences are also subject to the standard conditions set out in Model Clauses contained in the Petroleum (Production) Regulations 1966 as amended by the Petroleum (Production) (Amendment) Regulations 1972.'

GOVERNMENT SALES

MINISTRY OF DEFENCE

July 25, 1973 Miscellaneous Stores

Location: Regional Depot RAOC, Moreton-on-Lugg, Hereford HR4 8DS

Auctioneers: Russell Baldwin & Bright (Dept. L), 20/21 King Street, Hereford HR4 9DB (Tel: 0432-55441)

Miscellaneous stores including 23 vehicles; 13 fork lift trucks; generators; compressors; machine, hand tools; charging sets; tyres; batteries; tarpaulins; arc welding set; hydraulic and screw jacks; binoculars; watches; cameras; furniture; 24,000 soup bowls; clothing including greatcoats, jerseys, trousers; white and coloured blankets; scrap rags and canvas; aircraft, MT, wireless and electrical spares; kitchen and household utensils; quantity of EPNS tableware, etc.

July 28, 1973 Miscellaneous Stores

Location: Stores Depot, MOD, Aston Down, Stroud, Glos. GL6 8HT

Auctioneers: Hobbs & Chambers (Dept. L), "At the Sign of the Bell", Cirencester, Glos. (Tel: 0285-2562)

Miscellaneous stores including furniture; clothing; cameras; oscillograph, radio receivers; test sets; valves; voltmeters; oscilloscopes; recorder reproducers; power units; audio tester; Ford Cortina Saloon, Fire Tenders, Landrover, Leyland refueller, Tasker trailer, Canteen van, etc.

August 8, 1973 Miscellaneous Stores

Location: Auctioneers Premises

Auctioneers: Woolland Son & Manico (Dept L), Kinterbury House, St. Andrews Cross, Plymouth PL1 2DQ (Tel: 0752-69292)

Miscellaneous stores including carpets; clothing; kit bags; blankets, counterpanes, sheets, mattress covers; boots; hammocks; ground sheets; 16,000 haversacks; mixed rags; tentage; quantity of furniture; lamps and lanterns; clock and watches; binoculars and telescopes; barometers; photographic equipment; MT and electric spares; electric irons and kettles; test sets and various instruments; portable drills; scrap batteries and tyres; electric cable; blocks and tackle; ball and roller bearings; refacing and grinding machine; charging sets; 3 shirt making machines; 2 fork lift trucks; quantity of scrap metal; Commer utility bus and 2 double decker buses, etc.

August 15/16 Miscellaneous Stores

Location: The Lido Hall, Worthy Lane, Winchester

Auctioneers: Austin & Wyatt (Dept. L), 79 High Street, Fareham, Hants (Tel: 03292-4211)

Approximately 1,700 lots of miscellaneous stores, including clothing; furniture, chairs, desks, tables, wardrobes; binoculars; clocks and watches; electrical, MT and wireless spares; kitchen ware; photographic equipment; scrap ferrous and non-ferrous metals; tyres; fork lift trucks; machine tools; small quantity of vehicles, towed scraper etc.

Catalogues of the above sales obtainable from relevant Auctioneers about two weeks prior to and up to date of sale, price 10p (postal order only).

Sale by Tender Machine Tools

Borer, Bench, Pedestal and Radial Drills; Surface Grinders; Turret and Centre Lathes; Horizontal and Universal Millers; Sawing, Shaping and Sheetmetal working machines, etc.

Locations: Holton Heath, Dorset and Woolston, Hants.

Permission to view on presentation of tender forms only, obtainable from: Directorate of Sales Supply 6aiv, First Avenue House, High Holborn, London WCIV 6HE. Tenders must be returned by 10 a.m., July 26, 1973.

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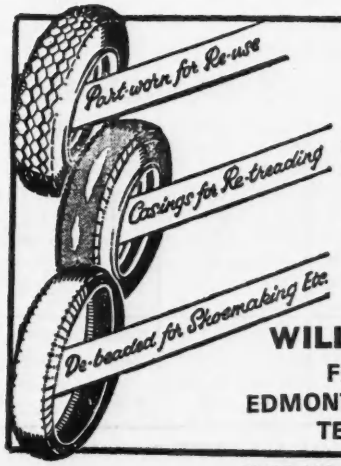
Tel. Staveley 2147
Telex. Chamcom Sheffield 54208



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The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

	Gross domestic product (average estimate)	Consumers' expenditure	Fixed capital expenditure			Changes in stocks				Balance of payments		
			Total	of which: Manufacturing industry	of which: Distributive and service industries	Total	of which: Manufacturing industry	of which: Wholesalers	of which: Retailers	Current balance	Visible balance	Invisible balance
	at 1963 prices		at 1963 prices			at 1963 prices				at current prices		
Base of index	1971	1963	1963	1963	1963							
£m in base year		20,130	4,994	1,083	1,012	series in £ million				series in £ million		
1968	95	113	139	132	145	161	23	75	41	−271	−648	377
1969	97	113	138	140	150	342	232	26	27	444	−143	587
1970	99	116	142	150	168	266	214	42	13	681	12	669
1971	100	119	141	140	165	48	−153	−4	36	1,051	317	734
1972	102	127	144	125 p	178 p	−331	−365	−4	−28	37	−692	729
1970 4th qtr		118	144	157	174	82	72	23	15	228	60	168
1971 1st qtr	98	116	140	144	156	95	41	−1	−44	130	−62	192
2nd qtr	100	119	141	140	168	−61	−114	11	38	301	118	183
3rd qtr	101	120	141	140	168	−28	−59	−9	6	360	181	179
4th qtr	101	122	142	134	167	42	−21	−6	36	260	80	180
1972 1st qtr	99	123	145	137	167	−146	−110	−6	−29	61	−122	183
2nd qtr	102	126	144	122	185	−90	−142	−5	31	116	−53	169
3rd qtr	103	128	141	122	175	−95	−114	4	−24	−104	−284	180
4th qtr	105	131	145	121 p	183 p	0	1	11	−6	−36	−233	197
1973 1st qtr	109	134	151							−189 p	−363 p	174 p
% change latest 2 quarters: on prev. 2 quarters	+4.5	+4.3	+3.9	−6.2	+1.7							
on a year earlier	+6.7	+7.8	+3.1	−11.3	+6.9							

	Index of Industrial production		Personal expenditure		Prices and costs					Labour			Trade§	
	Total all industries	Total manufacturing industries	Retail sales	Cars: new registrations	Index of retail prices		Index of wholesale prices: all manufacturing industry		Basic hourly wage rates of manual workers (all industries and services)‡	Unemployed excluding school leavers and adult students		Unfilled vacancies for adults	Exports	Imports
			at 1966 prices	monthly averages	Index‡	% increase on a year earlier	basic materials and fuel used‡	manufactured products: home sales‡		mid-month count	% of total employees	mid-month count	at current prices	
Base of index	1963	1963	1966		Jan 16, 1962		1970	1970	July 31, 1972				1963	1963
£m in base year			11,549	thousands						thousands		thousands	4,282	4,362
1969	123.5	125.6	102.4	82.3	131.8	5.4	95.0	93.4	71.1	531	2.3	200	165	165
1970	124.9	127.2	103.6	91.4	140.2	6.4	100.0	100.0	78.2	568	2.5	186	184	181
1971	125.8	126.7	103.8	108.5	153.4	9.4	104.6	109.0	88.5	737	3.2	129	205	194
1972	129.9	130.8	110.0	138.6	164.3	7.1	109.2	114.8	100.9	816	3.6	145	213	225
1971 2nd qtr	125.8	127.0	103.2	95	153.2	9.8	104.9	108.7	87.1	709	3.1	128	212	197
3rd qtr	126.5	127.1	104.4	116	155.3	10.1	105.6	110.3	89.4	772	3.4	119	214	193
4th qtr	125.8	126.4	105.9	132	157.3	9.2	104.8	110.8	92.1	832	3.7	118	210	199
1972 1st qtr	130.0	125.0	106.3	121	159.7	8.0	105.6	112.1	95.7	870	3.8	124	204	211
2nd qtr	129.9	129.3	108.5	143	162.7	6.2	106.1	113.5	97.7	835	3.7	135	216	216
3rd qtr	131.3	131.8	111.8	141	165.4	6.5	109.4	115.6	102.2	809	3.6	146	192	215
4th qtr	135.4	137.1	113.7	149	169.4	7.7	115.6	118.0	107.8	754	3.3	176	242	259
1973 1st qtr	138.4	140.4	117.1	145	172.4	8.0	126.0	119.5	108.7 p	665	2.9	229	246	275
2nd qtr										602	2.6	292	265 p	297 p
1972 Aug	130.8	131.7	111.9	156	165.5	6.6	109.6	115.7	103.5	808	3.6	147	137	182
Sep	132.7	132.8	111.0	139	166.4	7.0	110.7	116.4	106.8	812	3.6	150	230	264
Oct	134.5	135.6	112.4	149	168.7	7.9	112.9	117.3	107.6	779	3.4	163	251	260
Nov	135.5	137.2	113.0	157	169.3	7.6	115.3	118.3	108.2	756	3.3	177	239	261
Dec	136.1	138.3	115.2	142	170.2	7.7	118.7	118.5	108.4	727	3.2	188	235	255
1973 Jan	136.7	137.7	114.2	154	171.3	7.7	122.7	119.0	108.4	703	3.1	201	243	261
Feb	138.4	140.5	117.1	148	172.4	7.9	126.0	119.6	108.9	660	2.9	238	252	268
Mar	140.0	143.0	119.4	136	173.4	8.2	129.4	120.0	109.5	630	2.8	254	243	295
Apr	140.3	141.6	111.1	125	176.7	9.2	129.3	118.8*	111.8 p	617	2.7	275	267	275
May	141.2	141.7	110.7	133 p			130.2	120.0		599	2.6	296	255	309
June										590p	2.6 p	307	273 p	306 p
% change latest 3 months: on prev. 3 months	+2.5	+2.4	−1.5	−1.9	+2.3		+5.9	+0.5	+1.8	−9.4		+27.8	+7.7	+7.9
on a year earlier	+9.0	+10.1	+5.9	+0	+8.4		+22.3	+5.9	+14.1	−28.0		+116.3	+22.9	+37.0

(‡) Not seasonally adjusted (§) On a balance of payments basis. * After April, affected by changes due to VAT

Monthly report on the economic situation

The following report on the economic situation, prepared by HM Treasury, will be published in *Economic Trends* for July at the end of the month. Unless otherwise stated, this report is based on seasonally adjusted data.

SYMBOLS USED IN ALL STATISTICAL TABLES

.. not available	r revised
— nil or less than half the final digit shown	* five week period
p provisional	ø fifty-three week period

Recent developments in demand and activity

ALTHOUGH the three separate measures of domestic product again showed discrepant quarterly movements in the first quarter, they all suggest an annual growth rate of 4½-5 per cent between the second half of 1971 and the latest two quarters (the fourth quarter of 1972 and the first of 1973) with the average estimate showing a rate of 4¾ per cent. It is still too early to take a firm view of the trend of demand and output in the second quarter, but the lower level of the volume of retail sales and new car registrations in April and May suggests that consumer demand has fallen back from the abnormally high level in February and March. The effect of the changeover to VAT has obscured the underlying level of retail sales so far this year. Industrial production showed a substantial rise in the three months to May while unemployment continued to fall during the second quarter but at a lower rate.

The volume of retail sales in May was close to the April level and well below the very high March level, but sales in all three months—and possibly in February also—reflect the once-for-all effect of pre-VAT spending. In the first five months of 1973 the total volume of sales was 7½ per cent above the level in the corresponding months of 1972. The value of instalment credit debt owed to retailers increased by £110 million in March-May compared with December-February, with a much smaller increase in May than in other recent months. New car registrations in the three months up to May were nearly 12 per cent lower than in the previous three months and little changed from their level of a year earlier.

Housing starts—both public and private—were lower in the three months to May than in the preceding three months but completions were little changed, a somewhat lower level of private sector completions being largely offset by an increase in the public sector. So far this year the number of housing starts has been around 5 per cent higher than in the same period of 1972; but completions have been lower than a year ago, with the fall attributable to the public sector. The total number of houses under construction was 13 per cent higher at the end of May than a year earlier.

The seasonally-adjusted total of unemployment excluding school-leavers and adult students fell by 9,000 in June. Between March and June the average monthly fall was 13,000 compared with 32,000 between December and March. The rise in unfilled adult vacancies was also less in June, although between March and June the average monthly rise remained substantial at 17,500. Despite the large increase in industrial production during the past year, provisional figures indicate that the level of industrial employment in the three months to April was still apparently no higher than a year earlier, whilst the level of overtime working, though rising, is not high by past standards.

Industrial production continues to rise substantially. In the three months to May the all industries index was around 2½ per cent higher than in the preceding three months. Within the total manufacturing production was also about 2½ per cent higher. On a longer term comparison, the increase in industrial production between the second half of 1971 and the three months to May was about 7½ per cent at an annual rate; the corresponding figure for manufacturing production was around 8 per cent.

In June the current account is estimated to have been running at a deficit of £80 million. The deficit on trade in goods was £138 million; the value of exports was £974 million and the value of imports £1,112 million (on a balance of payments basis). The balance on invisible trade is estimated to have been running at a monthly surplus of about £58 million. In the second quarter of 1973 the average monthly deficit on visible trade was £133 million compared with £121 million a month in the first quarter and £86 million a month in the second half of 1972. The worsening in the visible trade deficit, despite record levels of exports, is accounted for by higher import prices; in volume terms exports have grown faster than imports. In the first five months of 1973 the volume of exports increased by 12 per cent compared with the second half of 1972, whereas the increase in the volume of imports was 7 per cent. The value of exports in the second quarter averaged £945 million a month, while the value of imports averaged £1,078 million a month. Both the value of exports and imports were 8 per cent higher than in the first quarter of this year. In the three months to June exports of semi-manufactured goods and textiles were particularly buoyant. All the major commodity groups shared in the growth of imports with the largest increase since the first quarter being in fuels, industrial materials and finished manufactures.

National income and expenditure in the first quarter

The three separate measures of domestic product again showed widely divergent quarterly movements in the first quarter of the year. The output estimate, which probably provides the best indication of recent quarterly movements in domestic product, increased by 1½ per cent, with industrial production and the output of the distributive trades each increasing by 2-2½ per cent; a 6-6½ per cent increase in the expenditure estimate is thought to have been distorted by timing differences in the recording of imports, exports and stock-building and contained an element of 'catching up' from its earlier low recorded level.

The recorded estimates of expenditure in the first quarter show increases of 2½ per cent in consumers' expenditure and over 5 per cent in gross fixed investment. Revised figures for manufacturing investment now indicate an increase of about 5 per cent in the first quarter, with investment in the distributive and service industries (excluding shipping) rising by 2½ per cent. The level of stocks increased by almost £250 million (at 1963 prices), with manufacturers' stocks—up by over £130 million according to revised estimates—accounting for more than half the increase; but this follows a recorded fall in total stocks of £415 million in 1972 as a whole.

On a longer term comparison the separate estimates have been converging and are now showing broadly similar growth rates. Taking the fourth quarter of 1972 and the first quarter of 1973 together, the annual rate of growth compared with the second half of 1971 comes to 4½, 4¾ and 5 per cent for the expenditure, income and output estimates respectively, with a rate of 4¾ per cent for the average estimate.

After allowing for higher income tax payments and national insurance contributions, personal disposable income is estimated to have increased by 1¾ per cent in the first quarter. With the consumer price index increasing at a similar rate, real personal disposable income in the first quarter was 7½ per cent higher than a year earlier. Consumers' expenditure was at a very high level in the first quarter so that the savings ratio fell sharply to 7.2 per cent compared with 9.4 per cent in the fourth quarter of 1972.

Prices and incomes

The all-items retail price index (not seasonally-adjusted) increased by ¾ per cent in May compared with nearly 2 per cent in April. Food prices rose by 1¾ per cent in May, much the same as in other recent months, whilst non-food prices rose by nearly ½ per cent following a larger rise in April. In the six months since November non-food prices have increased by 3 per cent (compared with 4 per cent in the preceding six months), and food prices by 11 per cent.

Wholesale prices of home sales of manufactured products (not seasonally-adjusted) increased by 1 per cent in June, about the same as in May. There were further increases in manufactured food prices, and a significant increase in the prices of engineering products (probably reflecting the feeding through of higher steel

(continued on next page)

prices), but the prices of other manufactured products rose less than in May. Prices of basic materials and fuels used by manufacturing industry rose by 3 per cent in June. They have increased 14 per cent so far this year and by 27 per cent in the past 12 months. Food materials, copper, wool and rubber all rose sharply in June.

The index of hourly wage rates (not seasonally-adjusted) rose by just over ½ per cent in May, compared with 2½ per cent in April. In the six months since November the index has increased by 4½ per cent and in the past 12 months by 15 per cent. The seasonally-adjusted index of average earnings rose by 1¾ per cent in April; like the corresponding index of wage rates, this reflected pay settlements made at the end of the standstill.

Financial developments

M1 increased by ¼ per cent in the month to mid-May and by 4½ per cent over the latest three months; the corresponding figures for M3 are ½ per cent and 3 per cent. Both series have fluctuated widely in recent months. Over recent months substantial sales of Government debt to the general public have made a major contribution to the financing of the borrowing requirement. Short-term interest rates have tended to fall and the clearing banks reduced their base rates by a further ½ per cent to 8 per cent in the latter part of June. The overall reserve ratio for all banks was 14.2 per cent in mid-June compared with 14.4 per cent a month before.

After receipts of $325 million from public sector foreign currency borrowing and long-term debt servicing payments of $67 million, the United Kingdom official reserves rose by $274 million during June to stand at $7,013 million at the end of the month.

Cinema admissions and takings in February 1973

DURING February, counted as a four week period, the weekly average of admissions to cinemas in Great Britain was 2.78 million and the weekly average of gross box office takings was £1.17 million. The comparable figures for February 1972 were admissions 3.04 million and takings were £1.13 million respectively.

Vehicle production in June—provisional estimates

VEHICLE production for the United Kingdom estimated from provisional returns supplied by the major manufacturers is as follows:

TABLE 1. ESTIMATED VEHICLE PRODUCTION FOR THE FOUR WEEK PERIOD ENDING JUNE 30, 1973

Number

	Cars		Commercial vehicles	
	Period	Weekly average	Period	Weekly average
Estimated output for June 1973	146,000	36,500	38,000	9,500
output for June 1972	196,671 *	39,334	41,191 *	8,238
Percentage change on 1972		−6		+15

* June 1972 was a five week period.

TABLE 2. VEHICLE PRODUCTION IN SEASONALLY ADJUSTED TERMS

	Monthly averages thousands	
	Cars	Commercial vehicles
1972		
2nd quarter	157	34.5
3rd quarter	159	32.4
4th quarter	180	39.9
1973		
1st quarter	144	32.5
2nd quarte	137	33.8
April	130	31.7
May	137	32.2
June (estimate)	143	37.6
Average for:		
last 3 months	137	33.8
preceding 3 months	144	32.5
Percentage change	−5	+4

Registrations of British, Community and foreign films

The following are details of films registered by the Department of Trade and Industry under the Films Acts 1960 to 1970, as amended by the European Communities Act 1972, during the week ended Friday, July 13, 1973.
BR/E indicates that the film is a British quota film, EC that the film is a quota film. The date which forms part of the registration number of each is the date on which quota life of the film expires.

Title of film	Registered No.	Playing time minutes	Date of registration	Registered in the name of	Maker's name
			BRITISH		
Sleuth	BR/E 36932/15/7/78	138	July 12	Fox-Rank Distributors Ltd.	Palomar Pictures Ltd.
Love Thy Neighbour	BR/E 36933/15/7/78	85	July 12	MGM-EMI Distributors Ltd.	Hammer Film Productions Ltd.
Steptoe and Son Ride Again	BR/E 36934/15/7/78	98	July 12	MGM-EMI Distributors Ltd.	Associated London Films Ltd.
Voices	BR/E 36935/15/7/78	92	July 12	Hemdale Film Distributors Ltd.	Warden Productions Ltd.
Movietone News 2301	BR/E 36882/15/7/78	7	July 13	British Movietonews Ltd.	British Movietonews Ltd.
Movietone News 2301A	BR/E 36883/15/7/78	7	July 13	British Movietonews Ltd.	British Movietonews Ltd.
			COMMUNITY		
Deaf Smith and Johnny Ears	EC 36930/15/7/78	91	July 12	MGM-EMI Distributors Ltd.	Co-Film S.r.l. Milan and Compagnia Cinematografica Prima, S.p.a. Rome.
Blanche	EC 36931/15/7/78	92	July 12	Contemporary Films Ltd.	Tele Presse Film, Paris
			FOREIGN		
Wattstax	F 36920	102	July 11	Columbia-Warner Distributors Ltd.	Walper Pictures
Jumping Over Puddles Again	F 36921	90	July 11	Contemporary Films Ltd.	Czechoslovak Film Export
For the First Time	F 36922	10	July 11	Contemporary Films Ltd.	Distribuida Internacional de Peliculas Icaic. Havana.
The Clever Village	F 36923	9	July 11	Contemporary Films Ltd.	Bulgarian State Enterprise—Distribution of Films, Sofia
Shinheike Monogatari	F 36924	105	July 11	Contemporary Films Ltd.	Daiei Productions, Tokyo
The Battle for the Planet of The Apes	F 36925	86	July 11	Fox-Rank Distributors Ltd.	Apjac Productions,
Angola	F 36926	15	July 11	Fox-Rank Distributors Ltd.	Francisco De Castro, Lisbon
The Winners	F 36927	107	July 11	Scotia-Barber Distributors Ltd.	Emil Nofal Films (Pty) Ltd. Bryanston.
High Plains Drifter	F 36928	102	July 12	Cinema International Corporation (UK)	Universal Pictures
Bad Company	F 36929	93	July 12	Cinema International Corporation (UK)	Jaffilms Inc.

Corrections to the Register:
The registration number of the film 'The Day of The Jackal' registered on June 15, 1973 has been corrected to BR/E 36860C/17/6/78.
Amendments to the Register:
The registration number of the film 'Kill them All And Come Back Alone' registered on November 10, 1969, has been amended to EC 34475 and the names of makers corrected to Fida Cinematografica, Rome and Centauro Film, Madrid.
The registration number of the film 'Sex And The Vampire' registered on October 13, 1971, has been amended to EC 35742/16/10/76 and the names of makers corrected to Les Films Moderne and Films A.B.C., both of Paris.
The registration number of the film 'Sex Is My Game' registered on March 28, 1972, has been amended to EC 36068/2/4/77 and the names of makers corrected to Cosefa Films Productions and Mediterranee–Cinema, both of Paris.
The registration number of the film 'S For Sex' registered on June 8, 1971, has been amended to EC 35513/12/6/76 and the name of maker corrected to Entreprise Daert Films, Paris.

Index of industrial production for May

THE provisional estimate index of production for May 1973, prepared by the Central Statistical Office, is 141.2 (seasonally adjusted). For manufacturing industry alone the figure is 141.7.

For the three months March to May 1973, it is provisionally estimated that production as a whole was 2.5 per cent higher than the figures for the preceding three months, December 1972 to February 1973; for manufacturing industry alone there was an increase of 2.4 per cent.

The average index numbers of the latest three months and the previous three months shown at the foot of the table give a general guide to the changes which have taken place in the output of the major groups in recent months.

INDEX OF INDUSTRIAL PRODUCTION

Seasonally adjusted

1963 = 100

	Total all industries	Mining and quarrying	Manufacturing industries												
			Total	Food, drink and tobacco					Engineering and allied industries						
				Total	Food	Drink and tobacco	Coal and petroleum products	Chemicals and allied industries	Total	Mechanical engineering	Instrument engineering	Electrical engineering	Shipbuilding and marine engineering	Vehicles and aircraft	Metal goods, n.e.s.
Weights	1,000	56	749	84	55	29	7	64	313	90	10	68	15	81	49
1968	119.8	84.8	121.4	115.5	112.3	121.6	126.4	140.0	122.4	125.5	134.7	137.4	86.8	117.2	113.4
1969	123.5	80.3	125.6	118.9	115.9	124.8	139.3	148.7	127.4	131.3	146.6	144.0	85.4	119.7	119.4
1970	124.9	78.3	127.2	121.6	117.0	130.2	151.1	157.5	128.3	134.9	152.2	148.5	86.1	116.8	115.4
1971	125.8	79.8	126.7	123.0	118.1	132.4	157.8	160.1	127.1	132.7	156.3	155.1	83.7	113.6	107.4
1972	129.9	71.8	130.8	127.9	122.1	138.9	156.1	169.0	130.3	126.5	149.9	177.8	80.6	113.4	110.4
1971 1st qtr.	125.0	82.1	126.4	122.8	118.1	131.8	156.5	157.5	126.3	133.7	158.5	154.6	86.0	110.0	106.4
2nd qtr.	125.8	81.5	127.0	122.8	117.6	132.8	158.7	159.7	129.0	135.8	152.0	154.3	84.1	118.4	108.1
3rd qtr.	126.5	80.0	127.1	123.3	119.2	131.0	156.2	157.9	127.1	131.3	158.6	153.8	83.1	115.2	109.1
4th qtr.	125.8	75.6	126.4	123.1	117.5	133.8	160.9	165.5	125.8	130.0	156.0	157.8	81.6	110.9	106.1
1972 1st qtr.	123.0	44.5	125.0	126.8	120.7	138.4	146.4	160.7	125.5	124.6	145.6	173.8	80.6	105.3	103.2
2nd qtr.	129.9	79.8	129.3	127.0	121.4	137.6	152.9	172.4	127.3	123.5	145.5	169.4	81.2	113.5	108.8
3rd qtr.	131.3	79.5	131.8	127.8	123.1	136.5	162.1	168.8	129.9	124.4	154.3	173.2	80.3	115.3	114.2
4th qtr.	135.4	82.7	137.1	129.9	123.0	142.9	162.9	174.1	138.6	133.5	154.3	195.0	80.2	119.6	115.6
1973 1st qtr.	138.4	81.3	140.4	130.7	124.5	142.5	163.0	174.2	143.8	144.3	157.6	204.8	80.3	114.7	122.7
October	134.5	82	135.6	127	121	138	157	176	136	131	154	189	80	119	116
November	135.5	83	137.2	130	123	143	165	174	139	134	154	195	80	120	118
December	136.1	83	138.3	133	125	148	167	172	140	136	155	200	80	120	112
1973 January	136.7	82	137.7	131	124	143	171	177	141	140	157	203	81	113	117
February	138.4	80	140.5	131	126	142	156	173	145	145	157	205	80	119	125
March	140.0	82	143.0	130	124	142	163	173	145	147	159	206	80	113	126
April	140.3	80	141.6	130	122	145	145	180	141	141	159	207	81	105	121
May	141.2	80	141.7	134	128	147	159	177	145	149	163	203	80	115	125
Dec.-Feb. (av.)	137.1	82	138.8	132	125	145	164	174	142	141	156	203	80	117	118
Mar.-May (av.)	140.5	81	142.1	131	125	145	156	176	144	145	160	205	80	111	124

	Manufacturing industries (continued)													Construction	Gas, electricity and water
	Metal manufacture			Textiles, leather and clothing				Bricks, pottery, glass, etc.							
	Total	Ferrous	Non-ferrous	Total	Textiles	Leather, leather goods and fur	Clothing and footwear	Total	Bricks, cement, etc.	Pottery and glass	Timber, furniture, etc.	Paper, printing and publishing	Other manufacturing industries		
Weights	60	46	14	88	56	4	27	29	19	10	21	59	25	127	68
1968	111.1	111.2	110.8	113.1	119.2	93.3	103.7	127.3	130.3	121.8	118.5	118.3	135.2	121.8	128.2
1969	114.5	116.1	109.3	115.6	123.5	93.9	102.7	127.8	126.9	129.3	110.8	123.4	141.6	123.8	136.2
1970	114.8	116.6	109.2	116.6	124.9	92.9	103.1	125.2	122.4	130.3	113.6	120.5	145.7	121.2	143.8
1971	104.1	104.7	102.4	118.2	124.8	93.5	108.4	130.3	129.7	131.3	116.9	117.9	150.8	124.6	155.7
1972	101.2	99.9	105.4	121.0	127.7	93.0	111.3	138.6	139.9	136.2	130.2	126.2	150.3	127.5	172.4
1971 1st qtr.	110.2	111.3	106.0	117.8	125.3	89.6	106.6	131.5	131.0	132.4	119.5	114.3	149.7	122.2	149.4
2nd qtr.	104.4	105.1	101.9	117.7	124.6	90.3	107.5	132.6	131.1	135.5	115.5	117.6	153.2	123.8	153.9
3rd qtr.	103.6	104.2	101.8	118.6	124.9	91.8	109.7	130.7	131.7	128.9	113.4	121.4	151.3	125.6	159.4
4th qtr.	98.3	98.1	99.2	118.7	124.3	102.1	109.6	126.3	125.2	128.3	119.4	118.5	149.2	126.7	159.9
1972 1st qtr.	91.4	89.9	96.5	114.0	118.6	86.9	108.6	128.0	129.6	125.1	130.7	121.7	146.4	129.4	153.0
2nd qtr.	100.4	100.2	101.2	120.2	127.9	88.1	109.3	141.8	142.7	140.3	129.9	126.6	149.6	130.2	177.5
3rd qtr.	103.5	102.3	107.6	122.8	129.7	97.0	112.4	138.2	139.2	136.4	125.5	127.8	154.7	124.1	181.7
4th qtr.	109.4	107.3	116.3	126.9	134.6	100.1	114.9	146.3	148.0	143.1	134.6	128.8	150.6	126.1	177.7
1973 1st qtr.	110.4	107.9	118.6	127.7	138.1	99.5	110.3	153.9	156.7	149.0	155.9	134.5	153.4	132.9	172.9
October	108	107	112	125	132	100	115	144	147	139	133	128	156		181
November	110	109	115	126	132	100	117	147	151	140	136	128	151		178
December	110	106	123	130	140	100	113	148	146	150	136	130	145		175
1973 January	108	107	115	124	133	99	109	148	152	140	147	133	155		177
February	109	106	121	127	137	99	112	154	155	154	154	135	153		174
March	113	111	120	132	144	100	110	160	164	153	166	135	152		168
April	109	107	116	130	143	100	109	152	148	158	146	139			184
May	105	101	118	131	142	101	113	151	151	151	149	139			195
Dec.-Feb. (av.)	109	106	120	127	137	100	111	150	151	148	146	133			175
Mar.-May (av.)	109	107	118	131	143	100	111	154	154	154	154	138			182

UK OVERSEAS TRADE

The June current account of balance of payments

In June 1973, the current account is estimated to have been running at a deficit of £80 million. The deficit on trade in goods was £138 million, seasonally adjusted, and the balance on services and other current transactions is estimated to have been running at a monthly surplus of about £58 million.

CURRENT ACCOUNT: THREE MONTHLY ANALYSIS

£ million per month seasonally adjusted

	Current balance	Visible balance: trade in goods	Invisible balance: services and other transactions (see Note 1(h))
1972 1st quarter	+20	−40	+60
2nd quarter	+38	−18	+56
3rd quarter	−35	−95	+60
4th quarter	−12	−78	+66
1973 1st quarter	−63	−121	+58
Feb.-April	−53	−111	+58*
Mar.-May	−98	−155	+58*
April-June	−75	−133	+58*

* These figures are projections and are subject to revision as the relevant statistical information becomes available. Past experience suggests that they are unlikely to differ by more than £8 million a month from the first published quarterly estimates.

TABLE 1. VISIBLE TRADE ON BALANCE OF PAYMENTS BASIS

Seasonally adjusted values — £ million per month

	Exports (fob)	Imports (fob)	Visible balance
1971	733	707	+ 26
1972	761	819	− 58
1971 1st quarter	664	684	− 20
2nd quarter	755	716	+ 39
3rd quarter	763	702	+ 61
4th quarter	750	723	+ 27
1972 1st quarter	728	768	− 40
2nd quarter	769	787	− 18
3rd quarter	686	781	− 95
4th quarter	862	940	− 78
1973 1st quarter	878	999	−121
2nd quarter p	945	1,078	−133
January	867	947	− 80
February	899	976	− 77
March	867	1,074	−207
April	952	1,001	− 49
May r	910	1,121	−211
June p	974	1,112	−138
1st quarter	878	999	−121
2nd quarter p	945	1,078	−133

p Provisional estimates.
r Revised estimates.

TABLE 1A. Three-monthly averages**

	Exports (fob)	Imports (fob)	Visible balance
1972 July	767	763	+ 4
August	683	724	− 41
September	686	781	− 95
October	736	857	−121
November	857	951	− 94
December	862	940	− 78
1973 January	853	940	− 87
February	868	950	− 82
March	878	999	−121
April	906	1,017	−111
May	910	1,065	−155
June	945	1,078	−133

** Average of month shown and two preceding months (see Note 1(d)).

Visible trade

(a) Summary. In June there was a deficit on visible trade of £138 million, seasonally adjusted; the value of exports was £974 million and the value of imports £1,112 million.

In the second quarter of 1973 the average monthly deficit on visible trade was £133 million compared with £121 million a month in the first quarter of this year and £86 million a month in the second half of last year. The worsening in the visible trade deficit, despite record levels of exports, is accounted for by higher import prices; in volume terms exports have grown faster than imports. In the first five months of this year (the latest period for which information is

TABLE 2. EXPORTS

Seasonally adjusted values § — £ million per month

	Overseas trade statistics basis (fob)	Coverage adjustments	Net allowance for factors affecting recording †	Balance of payments basis (fob)
1971	765	−41	+ 9	733
1972	812	−51	—	761
1971 1st quarter	680	−30	+14	664
2nd quarter	781	−41	+15	755
3rd quarter	798	−46	+10	763
4th quarter	801	−46	− 5	750
1972 1st quarter	775	−48	—	728
2nd quarter	818	−49	—	769
3rd quarter	735	−49	—	686
4th quarter	921	−59	—	862
1973 1st quarter	945	−68	—	878
2nd quarter p	1,011	−65	—	945
January	938	−71	—	867
February	959	−60	—	899
March	939	−72	—	867
April	1,019	−67	—	952
May r	972	−62	—	910
June p	1,042	−68	—	974
1st quarter	945	−68	—	878
2nd quarter p	1,011	−65	—	945

§ Components and totals are rounded independently.
† See Note 1(e).
p Provisional estimates.
r Revised estimates.

TABLE 3. IMPORTS

Seasonally adjusted values § — £ million per month

	Overseas Trade Statistics basis (cif)	Adjustments to balance of payments basis: Freight insurance and other valuation adjustments	Adjustments to balance of payments basis: Coverage adjustments ‡	Balance of payments basis (fob)
1971	818	− 86	−26	707
1972	930	− 86	−24	819
1971 1st quarter	792	− 87	−21	684
2nd quarter	820	− 87	−18	716
3rd quarter	816	− 84	−30	702
4th quarter	844	− 86	−35	723
1972 1st quarter	879	− 81	−30	768
2nd quarter	892	− 86	−19	787
3rd quarter	890	− 82	−27	781
4th quarter	1,057	− 95	−23	940
1973 1st quarter	1,134	−102	−33	999
2nd quarter p	1,237	−116	−44	1,073
January	1,092	−100	−45	947
February	1,100	− 97	−27	976
March	1,211	−110	−27	1,074
April	1,158	−111	−46	1,001
May r	1,282	−117	−43	1,121
June p	1,273	−119	−42	1,112
1st quarter	1,134	−102	−33	999
2nd quarter p	1,237	−116	−44	1,078

§ Components and totals are rounded independently.
p Provisional estimates.
r Revised estimates.
‡ Including adjustments for arrivals of and payments for United States military aircraft, etc.

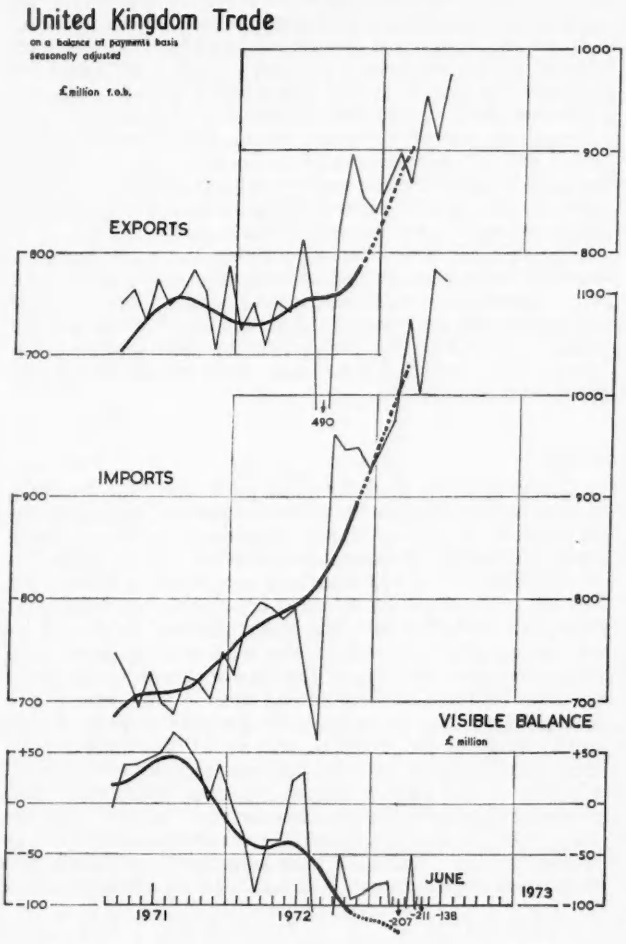
available) the volume of exports increased by 12 per cent compared with the second half of last year, whereas the increase in the volume of imports was 7 per cent.

(b) Exports. The value of exports in June was £974 million, seasonally adjusted, on a balance of payments basis.

In the second quarter of this year exports averaged £945 million per month, 8 per cent higher than in the previous quarter. Between these two quarters, deliveries to both Western Europe and the Sterling Area outside Europe increased by 8 per cent. Exports to North America were 1 per cent higher, while deliveries to all other markets in aggregate increased by 10 per cent.

Among the major commodity groups there was an increase of 9 per cent in exports of semi-manufactured goods and 5 per cent in finished manufactures in the period April/June compared with the previous three months. Among semi-manufactures, the exports of textiles rose by 12 per cent and chemicals by 7 per cent. Of the

(continued on next page)



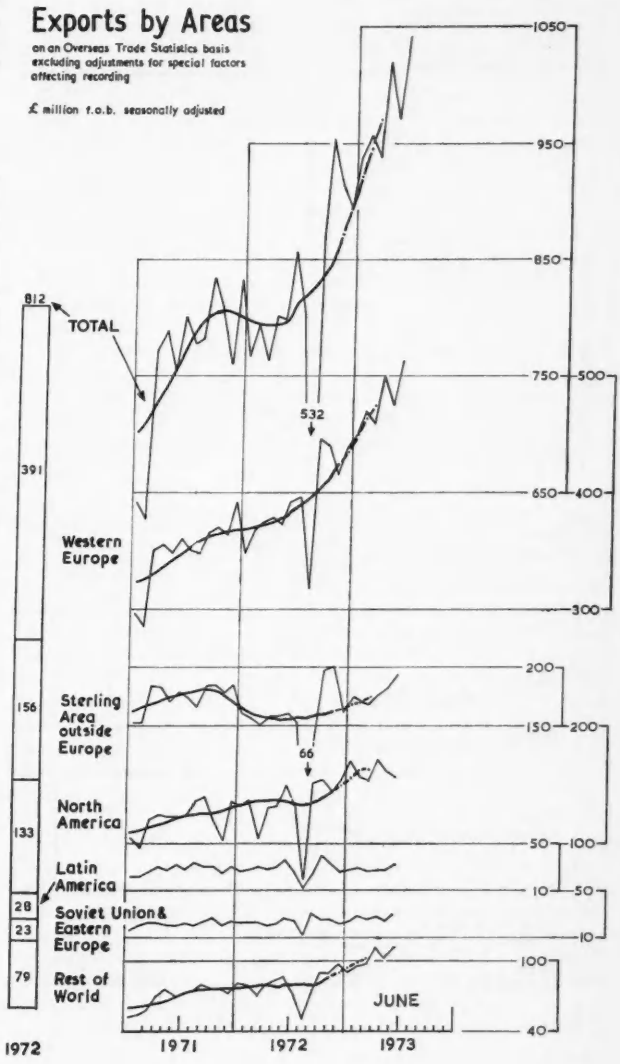


TABLE 4. Recorded values
Overseas trade statistics basis

£ million per month

		Exports fob ††	Imports cif ‡
1971	1st quarter	673.4	811.3
	2nd quarter	794.9	829.3
	3rd quarter	767.4	790.0
	4th quarter	822.9	847.3
1972	1st quarter	770.7	905.7
	2nd quarter	843.9	910.6
	3rd quarter	683.3	850.0
	4th quarter	950.7	1,052.1
1973	1st quarter	942.6	1,189.6
	2nd quarter p	1,025.4	1,247.5
	April	982.5	1,102.2
	May r	1,040.5	1,364.0
	June p	1,053.2	1,276.3

†† No adjustment has been made in this table for special factors affecting the recording of exports (see Note 1(e)).
‡ Including arrivals of US military aircraft.
p Provisional estimates.
r Revised estimates.

TABLE 5. EXPORTS: AREAS¶
Overseas trade statistics basis

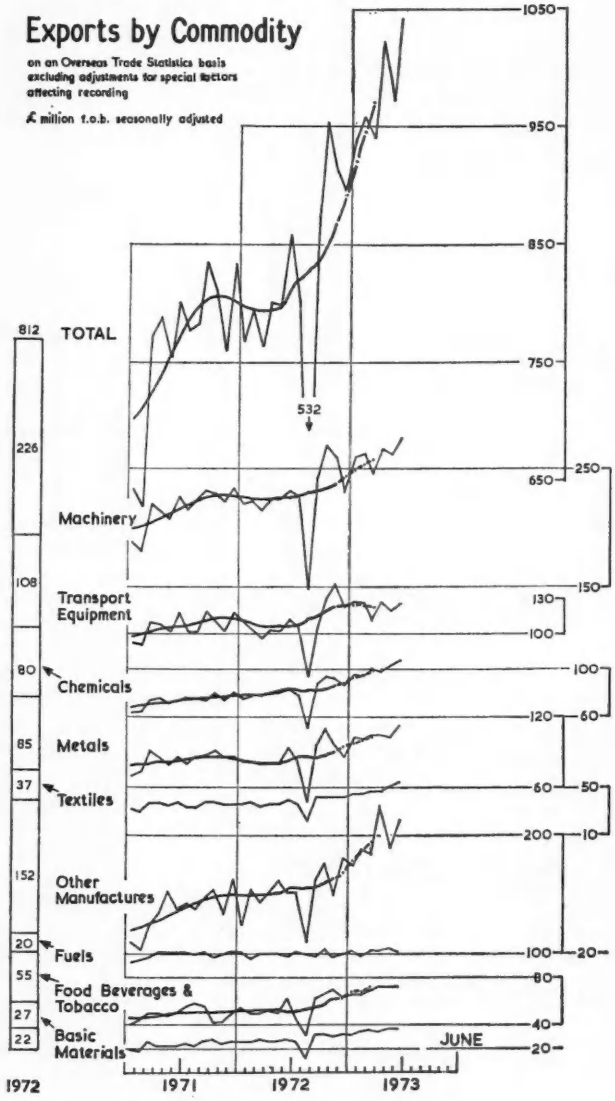
Seasonally adjusted values — £ million fob per month

		Total	Sterling area outside Europe	Western Europe inc. Irish Republic*			North America	Latin America	Soviet Union and Eastern Europe	Rest of world
				Total*	EEC*	EFTA*				
1972		812	156	391	245	112	133	28	23	79
	3rd qtr.	735	121	387	241	113	117	21	22	65
	4th qtr.	921	187	431	269	124	151	33	24	93
1973	1st qtr.	945	170	460	293	132	161	29	26	95
	2nd qtr.p	1,011	184	496	319	136	163	29	27	108
	April	1,019	176	499	312	144	172	28	28	112
	May	972	182	476	310	125	160	28	25	102
	June p	1,042	194	514	337	139	156	31	29	111
	1st qtr.	945	170	460	293	132	161	29	26	95
	2nd qtr.p	1,011	184	496	319	136	163	29	27	108

¶ See Note 1(b).
p Provisional estimates.
* See Note 1(g).

UK TRADE
continued

finished manufactures, shipments of machinery increased by 5 per cent, while deliveries of road motor vehicles were 2 per cent higher.



Between the same two periods, exports of non-manufactured goods increased by 6 per cent.

In the first half of this year the value of exports was 18 per cent higher than in the second half of last year. A substantial part of this increase reflects a higher volume of goods exported since export prices have been rising less rapidly than volume. In the first five months of this year (the latest period for which information is available) the export unit value index was 5 per cent higher than in the second half of last year.

(c) Imports. The value of imports in June was £1,112 million, seasonally adjusted, on a balance of payments basis.

In the second quarter of this year, imports averaged £1,078 million a month, 8 per cent higher than in the first quarter. All the major commodity groups shared in this growth. Imports of food, beverages and tobacco rose by 6 per cent, fuels by 12 per cent and industrial materials by over 8 per cent, among which arrivals of basic materials were 9 per cent higher than in the first quarter. Imports of finished manufactures increased by 7 per cent.

Among our sources of imports, arrivals from Western Europe were 12 per cent higher than in the first quarter. From the Sterling Area outside Europe imports rose by 7 per cent, while arrivals from North America were little changed. Imports from all other sources in aggregate were 12 per cent higher than in the first quarter.

In the first half of this year imports were 21 per cent higher in value than in the second half of last year. Much of this increase was due to higher import prices reflecting the world situation for many commodities and the effects of the sterling float. For the first five months of this year (the latest period for which information is available) the import unit value index was 14 per cent higher than in the second half of 1972.

Notes

1(a) Trade figures on a balance of payments basis. The seasonally adjusted import and export figures on a balance of payments basis are obtained by making various adjustments to the seasonally adjusted figures derived from those recorded in the monthly *Overseas Trade Statistics*. These adjustments are summarised in Tables 2 and 3 of this article. Some are valuation adjustments; the principal of these is the deduction from the import figure of freight and insurance costs. The other adjustments relate to coverage, either to bring in items not in the Trade Statistics (for example on the import side ships built and delivered abroad direct to UK owners) or to remove items which are in the Trade Statistics (mainly returned goods and goods for processing and repair). The adjustment of imports to a balance of payments basis excludes the values of deliveries of US military aircraft (including spares and some missiles) but includes the payments for those imports which are mainly being financed by a special US Exim Bank credit. (The values involved are now small.) All these adjustments are described in greater detail in the annual 'Pink Book', *United Kingdom Balance*

TABLE 6. EXPORTS: COMMODITY CLASSES¶ Overseas trade statistics basis

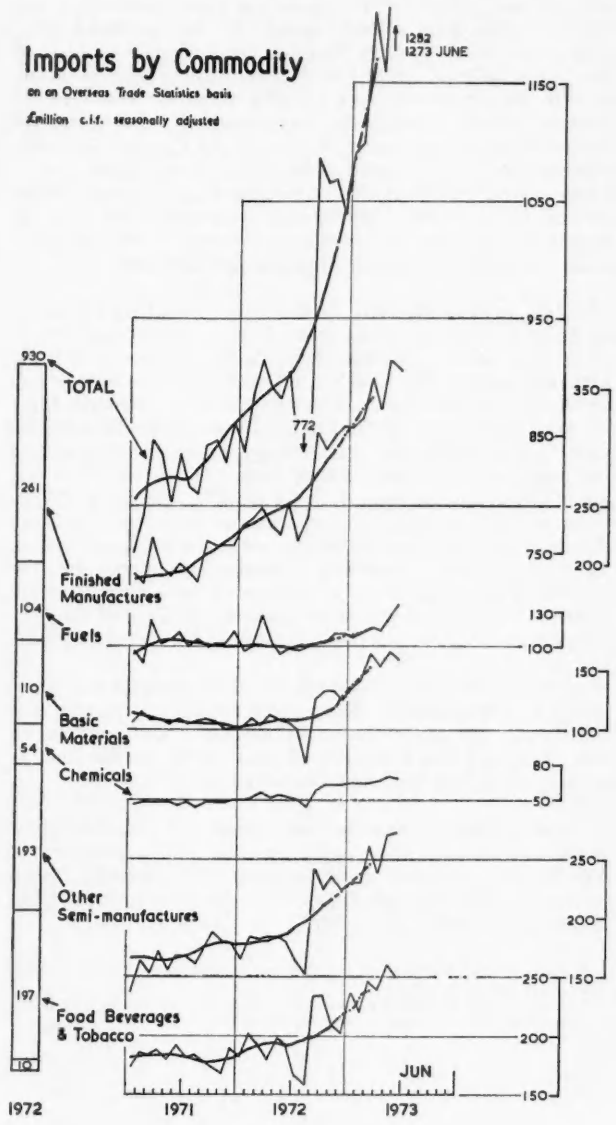
Seasonally adjusted values — £ million fob per month

		Food, beverages and tobacco	Basic materials	Fuels	Manufactures								
						Machinery and transport equipment							
	Total				Total	Total	Machinery	Road motor vehicles	Other transport equipment	Chemicals	Metals and miscellaneous metal manufactures	Textiles	Other manufactures	Miscellaneous
1972	812	55	27	20	688	335	226	76	32	80	85	37	152	22
3rd quarter	735	46	23	20	619	297	205	61	32	71	75	33	141	21
4th quarter	921	67	31	21	786	384	254	94	37	91	97	42	169	22
1973 1st quarter	945	68	34	21	801	377	256	88	33	96	102	45	182	22
2nd quarter p	1,011	72	36	22	857	393	268	90	33	103	106	50	208	25
April	1,019	71	35	22	868	395	266	93	29	98	104	47	223	25
May	972	71	37	24	820	382	262	85	35	103	102	49	188	25
June p	1,042	72	37	20	885	402	276	92	34	107	113	54	213	24
1st quarter	945	68	34	21	801	377	256	88	33	96	102	45	182	22
2nd quarter p	1,011	72	36	22	857	393	268	90	33	103	106	50	208	25

¶ See Note 1(b).
p Provisional estimates.

of Payments 1972 (Table 6 and pp. 63-67) and in an article in the issue of *Trade and Industry* dated November 4, 1970.

Since firm figures for the adjustments do not become available as quickly as the recorded trade statistics, the figures for imports and exports on a balance of payments basis in the latest months are at this stage preliminary estimates and liable to revision.



1(b). The adjustments described at Note 1(a) are made only for the monthly totals of exports and imports, and cannot be estimated for the area and commodity analyses of trade. The values of total trade and the main components of exports and imports in Tables 5 to 8 are available only on the Overseas Trade Statistics basis and correspond with the totals given in the first columns of Tables 2 and 3. Whereas comment on total trade relates to total exports and imports on a balance of payments basis, analyses of the area and commodity patterns of trade in this article are based on the figures on the Overseas Trade Statistics basis in Tables 5 to 8. The main components of trade are seasonally adjusted independently from the totals and in consequence do not always add exactly to the seasonally adjusted totals.

1(c) Visible balance. The visible balance is the difference between the import and export figures on a balance of payments basis obtained as described in Note 1(a) above. Since, as noted above, the import and export figures for the most recent months are provisional, it follows that the monthly visible balances for these months are also provisional and liable to revision.

The monthly figures for the visible balance are published only on a seasonally adjusted basis. Since the balance is the difference of two large and variable figures, it is itself liable to fluctuation and undue significance should not be attached to a single month's figure; it is more useful to consider the average balance over three or more months.

1(d) Trends. Even after allowing for seasonal influences, the sequence of monthly figures is usually too variable to give a satisfactory indication of the underlying trend. While it is possible to construct elaborate estimates of trend these cannot be applied to the most recent months, and a simple method of giving some guidance on underlying movements in the most recent past is to take averages of three months. These averages, for the month in question and the two preceding months, are given in Table 1A. Although they are still sensitive to irregular movements in the monthly figures and to special influences, they are markedly less variable than the monthly figures. Apart from occasions when major disturbances distort the flow of trade, the three-monthly average gives a quite good short-term guide and has the merit of simplicity.

1(e) Recording of exports. The new system for the documentation of exports to ensure full recording has applied to goods shipped from October 25, 1971 (see *Trade and Industry* August 19, 1971).

Regular assessments of the quality of recording under the new system have shown that, since the beginning of 1972, there has been no need to make adjustments to the export figures for either a shortfall in documentation or a change in the speed of submission of documents.

The new system for recording exports and the methods used to

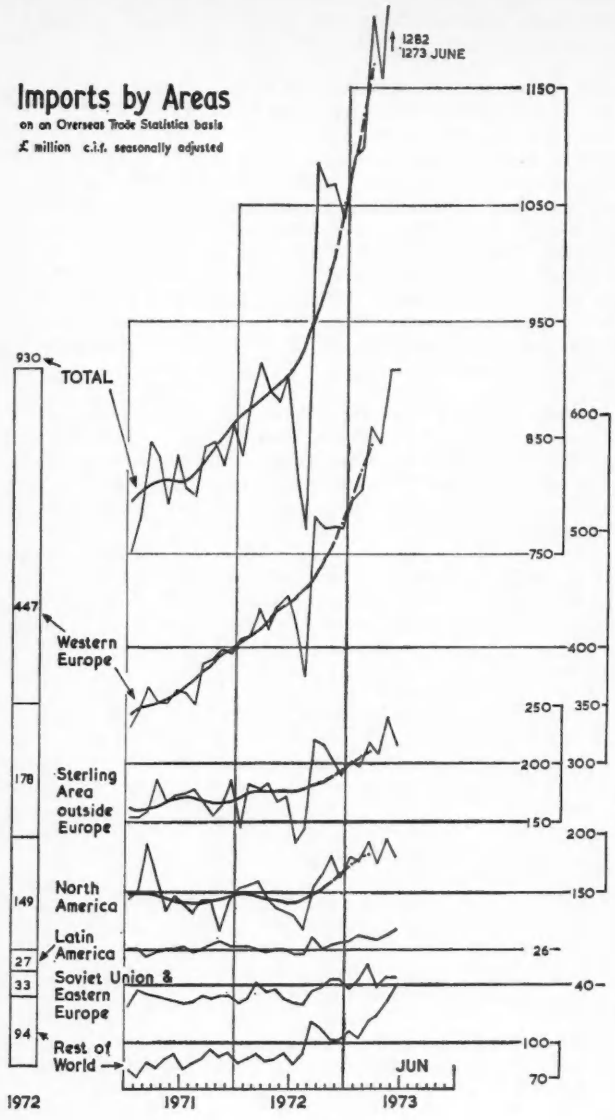
(continued on next page)

TABLE 7. IMPORTS: COMMODITY CLASSES¶ Overseas trade statistics basis

Seasonally adjusted values — £ million cif per month

	Total	Total excluding US military aircraft, etc.	Food, beverages and tobacco	Fuels	Industrial materials				Finished manufactures		
					Total	Basic materials	Chemicals	Other semi-manufactures	Total	Excluding US military aircraft, etc.	Miscellaneous
1972	930		197	104	358	110	54	193	261		10
3rd quarter	890		187	100	336	100	50	186	258		10
4th quarter	1,057		215	108	419	129	62	228	308		10
1973 1st quarter	1,134		235	112	450	146	64	240	334		10
2nd quarter p	1,237		250	126	488	160	68	260	358		11
April	1,158		238	114	460	155	65	239	332		9
May	1,282		261	126	504	166	69	269	374		11
June p	1,273		250	136	500	159	68	272	367		12
1st quarter	1,134		235	112	450	146	64	240	334		10
2nd quarter p	1,237		250	126	488	160	68	260	358		11

p Provisional estimates.
¶ See Note 1(b).



UK TRADE
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monitor its accuracy are described in an article in *Trade and Industry* February 15, 1973.

1(f) Timing. The figures for exports relate to documents received in the Statistical Office of HM Customs and Excise up to a few days before the end of the calendar month. On average export documents arrive at the Customs Statistical Office within a fortnight of the shipment of goods, so that the documents relate to goods passing through the ports in the month ending about the middle of the calendar month to which they are attributed. The figures for imports relate to documents received at the Customs Statistical Office up to the third working day after the end of the month. Importers are usually required to present their documents before they can obtain customs clearance and remove the goods. Thus the import statistics correspond closely to movements through the ports during the calendar month to which they are attributed.

1(g) Area analyses of trade. To take into account the change in composition of selected areas arising from the entry on January 1, 1973 of the Irish Republic and Denmark into the enlarged EEC the area headings in Tables 5 and 8 of this press notice have been revised or re-defined. Figures for the Irish Republic are included with those for Western Europe and the EEC and to avoid double counting have been excluded from the Sterling area which has now been designated as 'Sterling area outside Europe'. Figures for Denmark are of course included with those for the EEC and not EFTA. In order to facilitate meaningful comparisons with past periods all figures in both these seasonally adjusted tables are on the present 1973 definition of the selected areas and groups of countries. The analyses in the text are based on the figures in these tables. Standard definitions of all areas and some economic grouping of countries are shown in the *Overseas Trade Statistics of the United Kingdom.*

1(h) The invisible balance (services and other current transactions) covers the following items: Government services and transfer payments; all other services including transport, travel, and banking and financial transactions; net overseas income in the form of interest, profits and dividends; and private transfers.

2. Overseas trade statistics. Detailed particulars of United Kingdom imports and exports with cumulative totals will be published on July 26 and further analysis of the figures will be found in Tables 122 to 140* in the Monthly Digest for August,† due to be published in the second week of September.

* *Overseas Trade Statistics of the United Kingdom,* published by HMSO, price £1.85 (annual subscription £25.05).
† *Monthly Digest of Statistics,* published by HMSO, price 63p (annual subscription including Supplement of Definitions and postage, £8.60).

TABLE 8. IMPORTS: AREAS¶ Overseas trade statistics basis

Seasonally adjusted values — £ million cif per month

				Western Europe inc. Irish Republic*			North America				
	Total	Total excluding US military aircraft etc.	Sterling area outside Europe	Total*	EEC*	EFTA*	Total	Excl. US military aircraft etc.	Latin America	Soviet Union and Eastern Europe	Rest of World
1972	930		178	447	293	134	149		27	33	94
3rd quarter	890		165	436	289	133	134		27	26	97
4th quarter	1,057		204	503	326	156	169		29	42	106
1973 1st quarter	1,134		206	552	361	169	184		36	46	111
2nd quarter p	1,237		220	617	408	179	183		38	44	135
April	1,158		208	575	365	180	175		34	39	122
May	1,282		238	638	432	180	195		37	46	133
June p	1,273		216	638	427	176	180		44	45	150
1st quarter	1,134		206	552	361	169	184		36	46	111
2nd quarter p	1,237		220	617	408	179	183		38	44	135

p Provisional estimates.
¶ See Note 1(b).
* See Note 1(g).

FOOTWEAR INDUSTRY

Orders and deliveries

In the three months ended April 1973 net new orders (pairage seasonally adjusted) received by the footwear industry were estimated to be 6 per cent lower than in the three months ended January 1973. Deliveries were 8 per cent higher than in the previous three months; order books at the end of April were 2 per cent lower than at the end of January. Production in the three months rose by 4 per cent.

A detailed breakdown of manufacturers' deliveries by type of footwear in pairage and value terms, together with figures of exports, imports, consumer expenditure, prices and employment are published in the Business Monitor Production Series under reference P17.

This table is compiled from the results of the monthly and quarterly inquiries which started at the beginning of 1971 and the KS inquiries which they superseded. Linkage factors spanning the 4th quarter 1970 and the 1st quarter 1971 have been calculated from matching samples of firms contributing to both the old and new inquiries and the KS results adjusted to provide a single, broadly comparable series. Since the linking factors cover only two quarters however, the amended back data for 1966-70 should be interpreted with caution.

A short note on the construction of the index of production was given in *Trade and Industry* dated June 23, 1971 (page 637).

A library for exporters

Foreign trade statistics and other economic statistics from almost every country in the world are available for reference in the Department of Trade and Industry Statistics and Market Intelligence Library at Export House, 50 Ludgate Hill, London, EC4M 7HU. A modern well-equipped library of over 85,000 volumes, it has a reading room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of overseas manufacturers. The library opens from 9 to 5.30, Mondays to Fridays (Tel. 01-248 5757, ext. 368 or Telex No. 886143).

INDEX OF PRODUCTION, ORDERS ON HAND, NET NEW ORDERS AND DELIVERIES OF COMPLETE FOOTWEAR

Monthly averages or monthly totals

	Index of production 1963 = 100	Orders on hand (end period)			Net new orders			Deliveries		
		Million pairs		£ million	Million pairs		£ million	Million pairs		£ million
1966	101	33.6			..			16.4		
1967	94	37.8			16.5			16.1		
1968	99	41.6			17.3			17.0		
1969	95	34.6			15.9			16.5		
1970	88	38.9			16.6			16.2		
1971	96	32.5		55.7	15.7			16.2		23.8
1972	92	29.5		59.6	15.2		24.8	15.4		24.5
	Seasonally adjusted	Actual	Seasonally adjusted	Actual	Actual	Seasonally adjusted	Actual	Actual	Seasonally adjusted	Actual
1971 1st quarter	91	40.5	40.2	56.0	17.1	16.7	..	16.6	16.7	23.8
2nd quarter	95	43.3	38.7	67.9	16.6	16.3	26.5	15.7	16.8	22.5
3rd quarter	101	31.8	40.1	49.0	12.8	17.0	18.3	16.6	16.5	24.6
4th quarter	96	32.5	39.1	55.7	16.1	14.3	26.6	15.8	15.2	24.4
1972 1st quarter	93	37.7	41.2	53.4	18.0	17.0	24.7	16.3	16.1	25.5
2nd quarter	85	35.7	34.0	65.1	13.7	13.0	25.8	14.4	15.4	21.9
3rd quarter	98	26.4	38.0	49.7	13.1	17.4	20.9	16.2	16.1	26.0
4th quarter	89	29.5	37.9	59.6	15.8	14.1	27.7	14.8	14.2	24.4
1973 1st quarter p	89	34.2	39.8	59.5	16.5	15.5	27.3	15.0	14.8	27.3
1971 October	104	30.5	38.7	49.4	16.9	14.4	28.4	18.2	15.7	28.0
November	92	32.4	37.8	57.2	18.5	14.1	32.6	16.6	15.1	24.8
December	93	32.5	39.1	55.7	12.8	14.5	18.9	12.7	14.7	20.4
1972 January	96	33.3	42.0	52.5	15.4	20.4	19.7	14.6	16.8	23.0
February	90	35.1	41.6	52.4	18.0	15.1	24.9	16.1	15.5	25.0
March	94	37.7	41.2	53.4	20.7	15.5	29.5	18.1	15.9	28.5
April	86	40.2	39.7	54.5	16.6	14.8	22.1	14.2	16.2	21.0
May	84	43.2	40.6	67.7	17.5	15.4	35.8	14.5	14.6	22.7
June	86	35.7	34.0	65.1	6.9	8.6	19.5	14.4	15.3	22.1
July	100	30.1	33.7	57.0	9.3	16.1	16.0	14.9	16.4	24.0
August	100	31.9	40.7	55.5	17.7	23.6	23.3	16.0	16.0	24.8
September	95	26.4	38.0	49.7	12.2	12.5	23.4	17.6	15.2	29.2
October	91	25.4	37.0	49.9	16.5	13.3	28.6	17.5	14.3	28.5
November	89	29.0	37.4	58.7	19.4	14.8	34.9	15.9	14.4	26.1
December	87	29.5	37.9	59.6	11.4	14.3	19.7	10.9	13.8	18.8
1973 January p	85	31.2	42.1	58.9	15.3	18.6r	23.9	13.6	14.3	24.6
February p	91	32.5	41.4	58.6	15.8	14.0	26.5	14.5	14.8	26.8
March p	91	34.2	39.8	59.5	18.4	13.9	31.6	16.7	15.5	30.7
April p	91	38.9	41.2	70.9	18.8	16.8	35.9	14.0	15.4	24.5

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WHOLESALE PRICE INDEX NUMBERS

Materials prices rose 3 per cent in June

THE provisional price index for basic materials and fuel purchased by manufacturing industry rose 3 per cent in June. This mainly reflected a 5 per cent increase in prices of food materials, with those for copper, wool and rubber also sharply higher. The index has risen by 14 per cent during the first half of this year, and by 27 per cent since last June, compared with 1 per cent during the preceding 12 months.

The provisional price index for home sales of all manufactured products rose 1 per cent in June, the second month of Stage Two of the counter-inflation programme, the same as in the first month. Within the total, prices of manufactured foods rose twice as much as in May. The increase in prices of engineering products was also higher, probably mainly reflecting the feeding through into output prices of higher steel prices, but the prices of other finished manufactures rose on average less than in May.

Materials and fuel purchased by broad sectors of industry (Table 1)

Increases in provisional index numbers in June varied from 4 per cent in food manufacturing to a negligible increase in the case of the paper industries. In the second quarter as a whole in comparison with the first quarter, the increase was as high as 11 per cent in the index for the timber industries, after an increase of 8 per cent between the fourth quarter of last year and the first quarter of this year. Increases in index numbers for the engineering sectors at 4 to 6 per cent between the first and second quarters were higher than the corresponding increases a quarter before, and there was also some speeding up of the rate of increase in index numbers for the chemicals industries, 4 per cent higher than in the first quarter, and for the steel industries, 3 per cent higher. The increase in the index for the food manufacturing industries, though high at 6 per cent, was less than the increase of 9 per cent a quarter before; and the increase of

Notes on Wholesale Price Index Numbers

(1) Detailed notes on index numbers of wholesale prices were last shown in *Trade and Industry* of June 21, 1973.

(2) The index numbers are constructed on a net sector basis. This is to say, the price movements used to compile the index for a particular sector of industry are only those relating to transactions between the sector and other sectors. Transactions between undertakings in the same sector are excluded. Thus index numbers for the whole of manufacturing industry are not weighted averages of sector index numbers.

(3) Correspondence about wholesale price index numbers should be addressed to Statistics Division, DTI, Room 610, Sanctuary Buildings, Great Smith Street, London SW1 3DB. Telephone inquiries for price index numbers should be made to 01-222 7877, Ext. 3549 (Engineering), 3509 (Chemicals, Steel, Building Materials, etc.), 3548 (Textiles, Clothing, Timber, Paper, etc.), 2844 (Imported Commodities) and 3411 for all other information.

TABLE 1. PRICE INDEX NUMBERS OF MATERIALS PURCHASED **1970 = 100**

1968 SIC		1972			1973		1972			1973					
		2nd qtr.	3rd qtr.	4th qtr.	1st qtr.	2nd qtr. p	June	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May p	June p
	Materials and fuel purchased by manufacturing industry														
Orders III to XIX	Basic materials and fuel purchased by manufacturing industry:	106.1	109.4	115.6	126.0	132.1	106.2	115.3	118.7	122.7	126.0	129.4	129.6	131.4	135.3
	Basic materials:	105.2	108.7	115.6	126.9	133.5	105.3	115.2	118.9	123.2	126.9	130.6	130.8	132.7	136.9
	ØFuel	112.4	112.4	112.4	112.4	112.4	112.4	112.4	112.4	112.4	112.4	112.4	112.4	112.4	112.4
Orders IV to XIX	Basic materials and fuel purchased by manufacturing industry, other than food, drink and tobacco manufacturing industries	105.0	108.4	113.5	122.4	127.6	105.2	113.6	114.7	118.2	122.0	127.1	126.4	127.1	129.4
	Basic materials other than fuel	103.9	107.8	113.7	124.0	130.0	104.1	113.8	115.1	119.1	123.5	129.3	128.6	129.4	132.0
	Materials and fuels purchased by Selected Broad Sectors of Industry														
211 to 229	Food manufacturing industries	109.4	112.1	119.6	130.5	138.2	109.4	118.6	125.4	128.9	131.3	131.4	133.7	137.5	143.3
Order V	Chemicals and allied industries	110.5	113.0	116.1	119.5	124.1	110.8	116.2	117.1	118.1	119.4	121.1	121.6	124.3	126.5
311 to 312	Steel industries	113.9	115.1	117.1	118.1	121.8	114.1	117.3	117.5	117.8	118.0	118.7	119.9	122.5	122.9
Order VII (excluding MLH 342)	Mechanical engineering industries	112.7	113.9	115.2	116.9	122.1	112.9	115.4	115.6	116.1	116.7	118.0	118.5	122.9	124.9
Order IX	Electrical engineering industries	103.8	105.3	107.1	112.1	119.1	103.6	107.2	107.6	109.3	111.2	115.7	116.9	118.7	121.5
361	Electrical machinery industry	108.5	109.7	111.1	113.8	119.8	108.6	111.3	111.4	112.3	113.3	115.8	116.4	120.0	123.0
Order XIII	Textile industries	113.2	118.5	134.2	156.0	158.2	114.2	133.0	136.8	146.5	153.9	167.6	157.0	156.7	160.8
Order XV	Clothing and footwear industries	114.0	118.4	125.5	129.8	133.7	114.8	126.3	126.7	127.9	129.6	132.0	132.1	134.1	134.9
Order XVII	Timber industries	111.1	115.6	121.0	130.4	144.6	112.0	121.3	122.2	126.1	129.1	136.1	141.3	145.4	147.1
481 to 484	Paper industries	106.8	109.8	112.8	116.0	116.4	107.3	113.3	113.5	116.4	115.7	115.8	116.7	116.2	116.3
Order XX	Construction materials	114.8	117.4	121.0	124.5	129.7	115.3	121.6	121.9	123.2	124.1	126.3	128.0	129.9	131.2
Part of Order XX	House building materials	116.3	119.6	123.8	128.3	133.8	117.0	124.4	124.9	126.9	127.7	130.3	132.3	134.0	134.9

Ø Coal (except for carbonising), gas and electricity. Crude oil and coal for carbonising are included in basic materials

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CHART 1

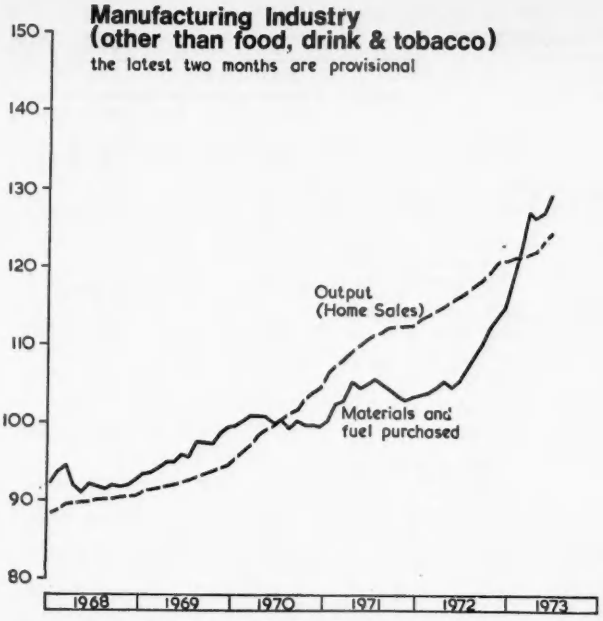
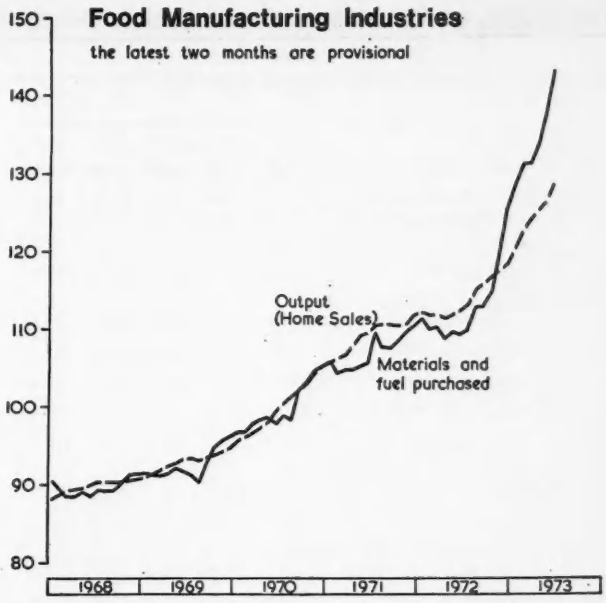


CHART 2



1½ per cent in the textile industries was small by comparison with recent quarterly advances. The increase in the index for the paper industries slowed to only ½ per cent between the first and second quarters, and there was also a slightly smaller increase in the index for clothing and footwear.

Output of broad sectors of industry: home sales (Table 2)

Provisional output price index numbers for broad sectors of manufacturing industry rose between ½ per cent and 2 per cent in June. Between the first and second quarters increases in many sectors amounted to 1¼ or 1½ per cent, but substantially more in the steel and timber industries (about 6 per cent) and in food manufacturing and textiles (about 4 per cent). There was little change, however, in the index for the chemicals and allied industries; this index, and the index for the food sector rose about the same as between the fourth quarter of 1972 and the first quarter of 1973 but index numbers for other sectors rose faster.

(*continued on next page*)

TABLE 2. PRICE INDEX NUMBERS OF OUTPUT (HOME SALES) 1970 = 100

1968 SIC		1972			1973		1972			1973					
		2nd qtr.	3rd qtr.	4th qtr.	1st qtr.	2nd qtr. p	June	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May p	June p
Orders III to XIX	Output of Manufactured Products	113.5	115.6	118.0	119.5	119.9	114.0	118.3	118.5	119.0	119.6	120.0†	118.8	119.9	121.1
Orders IV to XIX	Products of manufacturing industries other than food, drink and tobacco manufacturing industries:	115.6	117.7	120.4	121.4	123.4	116.2	120.7	120.9	121.2	121.4	121.7†	122.1	123.4	124.6
	Output of Selected Broad Sectors of Industry														
211 to 229	Products of the Food manufacturing industries:	112.0	114.8	117.6	122.4	126.9	112.5	117.6	118.5	120.3	122.8	124.1	125.4	126.5	128.8
Order V	Chemicals and allied industries:	112.6	114.2	116.5	117.0	117.1	112.6	116.6	116.7	116.9	116.9	117.2†	116.9	117.0	117.5
311 and 312	Steel industries:	116.0	116.2	116.5	116.6	123.8	116.2	116.6	116.6	116.6	116.6	116.6	117.2	126.7	127.5
Orders VII to XII	Engineering and allied industries:	115.0	117.0	119.4	120.2	121.8	115.7	119.9	120.0	120.1	120.2	120.5†	120.8	121.6	122.9
Order VII (excluding MLH 342)	Mechanical engineering:	116.8	118.9	121.3	121.7	123.3	117.5	121.5	121.6	121.6	121.7	121.8	122.3	123.2	124.4
Order IX	ØElectrical engineering:	112.9	114.1	115.1	115.7	117.1	113.5 r	115.1 r	115.1 r	115.4 r	115.6 r	116.0 r	116.4	116.9	118.7
Order XIII	Textile industries:	110.0	112.9	118.1	122.3	127.3	110.6	118.7	119.0	121.0	122.2	123.8	125.6	126.8	129.4
Order XV	Clothing and footwear:	112.1	114.1	116.9	118.1	119.8	112.5	117.0	117.4	117.7	118.0	118.5	118.9	119.9	120.7
Order XVII	Timber industries:	118.0	120.8	127.2	128.8	136.0	118.7	128.0	128.0	128.3	128.6	129.4	132.0	136.8	139.1
481 to 484	Paper industries:	112.2	114.6	116.8	117.8	119.6	112.6	116.9	117.0	117.4	117.9	118.1	118.4	119.5	120.8
Order XX	New construction‡	117.8 p	123.7 p	134.4 p	139.2 p		114.8 p		134.4 p			139.2 p			

‡ Index of buildings costs relate to average for the quarter. (*Department of the Environment*)

† Reductions in the VAT-exclusive prices of alcoholic liquor, tobacco and cigarettes, matches and mechanical lighters took place in April. These reductions resulted from lower revenue duties designed to offset additional tax revenue from VAT. With unchanged prices in April for these products, index numbers for months from April onwards would have been higher by the following:

All Manufactured Products: 1.7 points
Chemicals and Allied industries: 0.2 points
Other index numbers marked † less than 0.05 points

Ø Revised Index Numbers
May 1972 = 112.8, July 1972 = 113.6, August 1972 = 114.0, September 1972 = 114.6, October 1972 = 115.0

WHOLESALE PRICE INDEX NUMBERS
continued

TABLE 3(a). COMMODITIES PRODUCED IN THE UNITED KINGDOM 1970 = 100

1968 SIC		1972 May	1973 Feb.	1973 Mar.	1973 Apr.	1973 May p
101	Coal	128.5	131.3	131.3	131.3	128.1
102/1	Coated limestone roadstone	119.0	124.8	124.8	124.8	124.8
103	Sand and gravel–ex-pit or works	118.8	120.1	120.1	120.1	120.1
231	Beer	108.7	111.0	111.0	..	..
240	Tobacco	101.0	102.7	102.7†	91.7	91.7
262	Motor spirit, Two star (including duty)	106.6	108.2	108.2	108.2	111.2
	Medium fuel oil (950 secs).	125.4	132.2	132.2	132.2	133.7
	Derv fuel (including duty)	106.4	107.2	107.2	107.2	108.8
263	Lubricating oil and greases	117.3	121.3	121.3	121.3	131.3
271	General chemicals	109.7	111.8	112.1	112.0	112.4
272	Pharmaceutical preparations	108.0	111.5	111.5	110.3	110.4
273	Toilet preparations	117.9	123.1	123.1	123.4	123.4
274	Paint	118.2	124.6	124.7	124.6	124.6
311/2	Steel sheets—other than stainless and electrical sheets	116.5	116.5	116.5	117.0	132.0
	Tinplate	118.5	118.5	118.5	118.5	131.4
	Finished steel	115.2	115.3	115.3	116.3	126.5
	Heavy bars and sections	119.0	119.0	119.0	119.5	132.0
	Light re-rolled bars and sections	117.7	117.7	117.7	120.2	131.9
312	Steel-tubes—other than electric conduit tubes	121.6	122.1	122.1	122.1	125.3
313/3 and 313/4	Iron castings	120.4	125.1	125.2	125.2	128.8
313/4	Cast and spun iron pipes and fittings	119.7	123.1	123.3	123.3	123.3
321	Aluminium: Rolled Extruded and drawn aluminium products—other than wire	104.4	113.0	113.0	113.0	113.0
		105.3	115.5	115.5	115.5	115.5
	Aluminium: Castings	111.4	115.6	116.5	117.7	120.1
	Aluminium: Forgings	106.1	111.4	111.4	111.4	111.4
322	Brass ingots	75.6	95.0	107.3	109.7	106.0
331	Agricultural machinery	117.0	125.1	125.1	125.1	125.2
333	Pumps, valves, compressors, fluid power equipment	114.9	121.4	121.6	122.0	123.3
336	Construction and earth moving equipment	119.3	124.9	124.9	125.2	125.3
368	Domestic electrical appliances	113.3	113.6	113.6	113.6	113.9
391	Hand tools and implements	116.1	125.4	125.4	125.4	125.5
392	Cutlery and tableware	117.0	119.8	120.0	120.1	123.3
411	Man-made fibres production	103.2	104.3	104.1	104.2	104.2
412, 414/5 and 415	All spun man-made Fibres, yarns	112.9	117.9	118.9	119.3	119.6
412/1	Cotton yarns, cotton-spun man-made fibres, yarns and mixtures of both	115.6	119.8	121.4	124.1	127.0
413/1	Woven cotton cloth in the loomstate	116.9	122.2	122.8	124.0	128.3
413/5	Man-made fibres fabrics in the loomstate	113.0	121.4	122.0	123.9	125.8
414/2	Yarns of wool spun on the worsted system	118.7	178.6	189.6	190.3	185.3
417	Hosiery and other knitted goods	103.1	110.4	110.8	113.3	114.1
419	Carpets and rugs	109.2	125.4	125.5	125.5	126.5
431/1	Leather for footwear	130.8	171.4	170.6	157.6	160.2
441/449	Made-up clothing	111.4	115.5	115.9	116.2	117.0
450	Footwear—including rubber footwear	114.0	125.0	125.9	126.8	127.8
461/1	Refractory goods, including bricks	117.7	121.8	121.8	121.8	121.8
461/2	Non-refractory goods including building bricks	121.5	132.8	132.8	132.8	132.9
	Engineering bricks—*delivered*	134.8	152.2	152.2	152.2	152.2
464	Cement—*delivered*	127.4	127.4	127.4	127.4	127.4
471/1	Hardwood—home grown	114.9	130.6	132.6	135.8	146.6
471/2	Building joinery	120.7	143.1	143.1	149.2	152.5
472	Domestic furniture	116.8	123.1	123.2	123.5	127.1
473	Bedding, etc.	119.8	123.3	123.3	123.3	128.1
481	Paper and board	110.2	114.3	115.0	115.1	115.5
482/1	Cardboard boxes, cartons and fibreboard packing cases	111.5	116.9	116.9	117.3	119.3
483	Manufactured stationery	117.7	122.6	122.7	122.9	124.5
484/1	Wallpaper	118.0	124.9	124.9	124.9	124.9
491/1	Rubber tyres and tubes	115.7	118.5	118.5	118.5	118.5
492	Linoleum and felt base	111.0	115.6	115.6	115.6	115.6

† Reductions in the VAT-exclusive price of tobacco took place in April. This reduction resulted from lower revenue duties designed to offset additional tax revenue from VAT.

TABLE 3(b.) COMMODITIES WHOLLY OR MAINLY IMPORTED INTO THE UNITED KINGDOM 1970 = 100

	1972 June	1973 Mar.	1973 Apr.	1973 May	1973 June
Hides and skins	167.2	221.2	211.5	214.4	202.8
Non-ferrous metals:					
Aluminium, virgin ingot delivered	86.0	89.9	89.9	89.9	91.4
Copper‡	70.0	103.5	108.3	103.9	114.8
Lead‡	95.5	119.0	122.9	123.5	130.5
Nickel refined delivered§	95.6	116.2	114.2	113.8	111.6
Tin, ingot min. 99.75%‡	95.0	113.6	112.5	112.3	115.1
Zinc‡	116.7	155.4	167.5	175.7	206.7
Natural rubber	79.7	135.0	132.1	131.2	152.0
Sulphur, crude, cif (for acid making)	84.1	100.2	100.2	100.2	100.2
Textiles:					
Cotton, raw	111.0	137.1	143.5	151.6	158.4
Wool, raw	132.0	378.3	313.4	307.6 p	329.6 p
Timber:					
Imported hardwood (ex-yard or wharf)	117.2	163.7	174.5	183.7 p	188.2 p
Imported plywood (delivered to consumers)	112.5	138.3	140.4	..	..
Imported softwood (delivered to consumers)	109.1	148.0	159.5	173.9	185.0
Woodpulp, imported	100.2	111.7	111.2	109.2	109.1

‡ LME settlement price. § Producers' price

Index numbers of wholesale prices

The index numbers of wholesale prices relating to 1970 = 100 supersede those previously published on the base 1963 = 100. For the convenience of those who use the index numbers in long-term contracts to take account of changes in the costs of materials, the DTI will continue to publish indices relating to materials used in broad sectors of industry on the base 1963 = 100 until December 1975. From April 1973 the index numbers in the accompanying table have been given the month to month movements of the equivalent index in the 1970 = 100 Series. For users of other 1963 based index numbers who wish to continue the series in this way, multiplication factors will be provided on request.

Price index numbers of materials purchased

1963 = 100

1968 SIC		1973 Apr.	May p	June p
Orders III to XIX	Basic materials and fuel purchased by manufacturing industry:	169.7	172.0	177.1
	Basic materials	173.1	175.7	181.2
	Fuel	149.2	149.2	149.2
Orders IV to XIX	Basic materials and fuel purchased by manufacturing industry, other than food, drink and tobacco manufacturing industries	171.5	172.4	175.4
	Basic materials other than fuel	176.6	177.7	181.3
211 to 229	Food manufacturing industries	166.8	171.4	178.7
Order V	Chemicals and allied industries	149.7	153.0	155.7
311 to 312	Steel industries	151.6	154.8	155.3
Order VII (excluding MHL 342)	Mechanical engineering industries	161.9	167.9	170.6
Order IX	Electrical engineering industries	180.0	182.8	187.1
361	Electrical machinery industry	171.9	177.2	181.6
Order XIII	Textile industries	178.6	178.2	182.9
Order XV	Clothing and footwear industries	161.0	163.4	164.4
Order XVII	Timber industries	190.2	195.6	197.9
481 to 484	Paper industries	154.2	153.7	153.8
Order XX	Construction materials	168.8	171.2	173.0
Part of Order XX	House building materials	175.6	177.9	179.0

Census of Production for 1968

AN analysis by employment size of establishment is now available from the Census of Production for 1968 showing separately for each manufacturing industry, for each Standard Industrial Classification Order III to XIX and for all manufacturing industry the total number of establishments, total average employment, gross and net output, net output per head, the number of operatives and other employees, the wages and salaries paid to them and average amount paid in wages and salaries per head.

Copies of the publication, priced £2 are available from The Library, Business Statistics Office, Cardiff Road, Newport, Mon. NPT 1XG. (Tel: 0633-56111 ext. 2302) or the Library, Department of Trade and Industry, Victoria Street, London SW1H 0ET (Tel: 01-222 7877 ext. 3038).

Northern Ireland index of production

THE provisional index of production for April 1973 is 173. This is two points lower than the index for March 1973 and 20 points higher than for April 1972.

The index numbers for the main industrial groups, all of which were higher in April 1973 than in April 1972, are as follows, with the increase on April 1972 shown in brackets: textiles 280 (+52 points), clothing 136 (+2), engineering and metals 132 (+27), food, drink and tobacco 128 (+5), timber and furniture 151 (+10), mineral products 158 (+14), other manufacturing industries 233 (+42), gas, electricity and water 221 (+29).

TEXTILES

Wholesale houses' sales

SALES by wholesale textile houses in May showed an increase of 9 per cent on a year earlier, compared with increases of 13 per cent in March and 10 per cent in April.

The value of stocks at the end of May was 15 per cent higher than a year earlier.

TABLE 1. TOTAL SALES AND STOCKS

Index numbers and *percentage increase compared with a year earlier* 1950 = 100

		Value of home sales		Value of stocks end period	
1966		110	–3	..	..
1967		104	–5	..	..
1968		108	4	..	..
1969		103	–5	..	..
1970		107	4	..	..
1971		115	8	..	..
1972		121	5	..	..
1971	2nd quarter	108	10	135	–4
	3rd quarter	115	9	148	1
	4th quarter	140	4	152	6
1972	1st quarter	102	2	164	11
	2nd quarter	111	4	146	8
	3rd quarter	123	7	154	4
	4th quarter	149	6	169	12
1973	1st quarter	120	18	184	12
1972	May	105	4	151	10
	June	106	3	146	8
	July	102	14	150	10
	August	114	4	150	6
	September	154	6	154	4
	October	165	6	140	1
	November	137	4	167	8
	December	145	8	169	12
1973	January	87	22	162	6
	February	126	22	169	5
	March	146	13	184	12
	April	133	10	163	11
	May	114	9	173	15

TABLE 2. ANALYSIS BY DEPARTMENT

Percentage increase compared with a year earlier

	Sales		Stocks(‡)
	May 1973	January-May 1973	May 1973
Women's knitted outerwear, blouses and skirts	8	– 4	15
Women's coats, costumes, furs and raincoats	15	10	18
Women's underwear	6	11	9
Women's hose and children's socks	–8	–16	2
Women's millinery	12	3	36
Haberdashery, ribbons and wool	–2	1	9
Children's wear	—	–19	40
Men's and boys' shirts, pyjamas and outfitting	8	11	6
Gloves	59	11	–11
Piece-goods and nets	1	9	50
Household textiles	45	34	42
Floor coverings, furniture and hardware	9	26	21
Boots and shoes	19	2	18
Total†	9	13	15

† including some items not included among the sub-headings.
‡ Values at cost.

Notes

These statistics are prepared by Textile Distributors' Association. Inquiries should be addressed to the Secretary, The Textile Distributors' Association, 3 Berners Street, London W1P 4JP (Tel. 01-580 2902).

Advertising in *Trade and Industry*

Inquiries about advertising in *Trade and Industry* should be addressed to HMSO, Room D92, Atlantic House, Holborn Viaduct, London EC1P 1BN (Tel. 01-248 9876 ext 6147).

Business Monitor

THE following titles and issues of Business Monitor are now available (an asterisk against the reference number indicates a new issue):

Production series

Monthly at £1 a year post free:

PM440 Made-up clothing (sales volume indices) for April
PM471-1 Wood chipboard for May
PM476 Imported timber for May.

Quarterly at 37½p a year post free:

P7 Rubber for fourth quarter
P34 Metal hollow-ware for fourth quarter
*P154 Copper, brass and other copper alloys for fourth quarter
*P155 Miscellaneous non-ferrous metals for fourth quarter
*PQ216 Sugar for first quarter.

Census series

1970. Census of Production reports (price including postage shown in brackets)

C20 Soft drinks (30½p)
C36 Fertilisers (30½p)
C37 Polishes (30½p)
C42 Surgical bandages, etc. (30½p)
C46 Iron castings, etc. (30½p)
C56 Mechanical handling equipment (30½p)
C61 Space heating, ventilating and air-conditioning equipment (30½p)
C88 Hand tools and implements (30½p)
C123 Gloves (30½p)
C144 Rubber (30½p).

Business Monitors in the Production Service and Distribution and Miscellaneous series are normally available by annual subscription from Her Majesty's Stationery Office, PO Box 569, London SE1 9NH. The Census of Production reports are available on standing order from the same address or can be purchased separately from the Government Bookshops or through booksellers.

Exceptionally copies can be purchased over the counter at either the Department of Trade and Industry Central Library, 1 Victoria Street, London SW1H 0ET or at the Department's Statistics and Market Intelligence Library, Export House, 50 Ludgate Hill, London EC4M 7HU. Copies of specific issues (including back issues) can be ordered by post (payable in advance) from the Department's Central Library which will supply prices on request (tel: 01-222 7877).

A complete list of titles of Business Monitors is available on application to Department of Trade and Industry, Room 306, Gaywood House, Great Peter Street, London SW1P 3LW.

Civil Aviation statistics

THE following Business Monitors have recently been issued in the Civil Aviation series:

CA1 Airport activity for Year 1972
CA2 Air passengers for Year 1972
CA3 Air freight and mail for Year 1972
CA4 Airline operations for Year 1972
CA7 Air passengers—international and cabotage for Year 1972.

Individual copies of the above issues may be purchased from the Civil Aviation Authority Library, Room 510, The Adelphi, John Adam Street, London WC2N 6BR on written request.

Publication of civil aviation statistics through the Civil Aviation Series of Business Monitors is ceasing with the figures for 1972. The Civil Aviation Authority is publishing statistics for January 1973 and thereafter in 'Monthly Statistics' and 'Annual Statistics'. The first publication was 'CAA Monthly Statistics' issued in April and this incorporated most of the Business Monitor CA Series 1-7 figures with a wide selection of historical statistics enabling readers to identify trends using this one source. The airline operations statistics published quarterly are now given monthly; there are graphs, commentary on the new month's figures and a topical article: metric units are used throughout.

The subscription for 'CAA Monthly Statistics' is £25 per annum including postage and orders should be placed with the Civil Aviation Authority, Printing and Publication Services, Greville House, 37 Gratton Road, Cheltenham, Glos. GL50 2BN.

Subscribers to the Business Monitor CA Series have already received information and an order form for 'CAA Monthly Statistics' with their recent issues of the Business Monitor: HMSO account holders will have the unexpired portion of their subscription credited to their account.

New Business Monitor for copper, brass and other copper alloys

THE first quarter's results of a new statistical inquiry into manufacturers sales of copper, brass and other copper alloys have been published in the Business Monitor series.

The first results relate to sales during the fourth quarter of 1972 and the new Monitor covers sales of copper, brass and other copper alloys, and semi-manufactures of these metals.

This inquiry, which is part of a new system of industrial statistics being introduced by the Government Statistical Service, has been designed, after consultation with the industry, both to meet official statistical requirements and to provide industry with detailed sales information for marketing and management purposes.

The figures in the new Monitor are compiled from returns received from establishments with 25 or more employees classified to Minimum List Heading 322 of the Standard Industrial Classification (Copper, Brass and Other Copper Alloys). They also include sales of the principal products of this industry by establishments employing 25 or more persons classified to other industries included in the new system of quarterly inquiries.

In view of the detailed nature of the new inquiry it was expected that firms would take some time to organise their records to provide the information sought. Response to the initial quarter's inquiry did, in fact prove to be slow but is now largely complete and it is hoped to speed up publication of future results.

The new Monitor (Reference P154) is available on subscription of 37½p (including postage) per year from Her Majesty's Stationery Office, PO Box 569, London SE1.

UK tariffs, taxes and trade: A new study

NUMBER 6 in the series of *Government Economic Service Occasional Papers* has been published. It is 'Tariffs, Taxes and Trade in the UK: The Effective Protection Approach' by Nicholas Oulton, formerly an economic adviser at the Department of Trade and Industry.

Traditionally, the degree of protection given to an industry has been measured by the nominal tariff on the imports which compete with its products.

Nowadays, however, if there is a tariff on components and other inputs which an industry imports for its own production, that tariff raises the industry's costs above what they would be under free trade. The concept of 'effective protection' has therefore been developed to take account of both these effects of tariffs, as well as those of indirect taxes and subsidies.

This study estimates the effective rates of protection for 1972 for 70 British industries after the Kennedy round of tariff cuts, and explains how the rates are worked out.

It is based on the most recent (1968) Input Output tables, and is more up-to-date than previous studies. It aims to provide estimates which can be of use as a guide to current policy.

The paper is published by HM Stationery Office, price 50p (postage extra) and can be obtained from Government bookshops or through booksellers. Standing orders for the whole series of *Occasional Papers* can be placed with HMSO. A deposit of £5 is required from subscribers who do not have an account with HMSO.

Index to statistics and organisational information published regularly in TRADE and INDUSTRY

A = annually M = monthly Q = quarterly 6M = every six months.
Dates before October 21, 1970, refer to articles in the *Board of Trade Journal.*

Title	Last published
Air transport:	
aircraft noise at Heathrow and Gatwick airports (Q)	May 25 1972
civil aviation balance of payments (A)	Mar. 16 1972
trade by air (6M)	Apr. 12 1973
Balance of payments:	
current account (M)	This week
quarterly figures (Q)	Mar. 22 1973
trends in invisible transactions (Q)	Mar. 22 1973
(*see also* Overseas trade of the UK)	
Bankruptcy orders (Q)	June 7 1973
Business names and limited partnerships (A)	Mar. 1 1973
Capital expenditure:	
distributive and service trades (A)	Apr. 28 1971
manufacturing, distributive and service industries (Q)	July 12 1973
Catering trades turnover (M)	July 12 1973
Chemicals industry activity (Q)	Apr. 19 1973
Companies:	
acquisitions and mergers (Q)	May 24 1973
new registrations:	
Gt. Britain (M)	June 28 1973
N. Ireland (M)	July 5 1973
Computers, UK market (Q)	May 24 1973
Construction work overseas (A)	Nov. 16 1972
ECGD business (Q)	June 21 1973
Electronic capital equipment (Q)	June 21 1973
Energy trends (M)	June 28 1973
Engineering industries, sales and orders (M)	July 5 1973
Film industry:	
British Film Fund Agency returns (M)	June 14 1973
cinema admissions and takings (M)	This week
overseas payments and earnings (A)	July 20 1972
registration of films (A)	Jan. 25 1973
trends in film going (A)	Aug. 19 1971
Food:	
consumption levels (6M)	Mar. 22 1973
household consumption (Q)	July 5 1973
Footwear industry:	
production, orders and deliveries (M)	This week
Foreign exchange, official reserves (M)	July 12 1973
Foreign trade:	
EFTA (Q)	Mar. 23 1972
industrial countries production and trade (Q)	June 14 1973
world exports of manufactures (A)	Sept. 30 1970
(*see also* Overseas trade of the UK)	
Furniture orders and deliveries (M)	June 21 1973
Hire-purchase business (M)	July 12 1973
Industrial development certificates:	
approvals (Q)	Apr. 27 1972
refusals (A)	July 15 1971
Industrial production:	
index numbers (M)	This week
N. Ireland index (M)	This week
Wales index (Q)	July 5 1973
Insurance companies, investments and assets (A)	Aug. 10 1972
Investment:	
book values of overseas direct investments (every 3 years)	Sept. 23 1970
industry's investment intentions (3 times a year)	June 14 1973
investment and earnings overseas (A)	Mar. 29 1973
Machine tools, deliveries and orders (Q)	Dec. 14 1972
Man-made fibres:	
deliveries (Q)	May 31 1973
production (M)	June 21 1973
production, quarterly analysis (Q)	May 31 1973
Motor industry:	
car and commercial vehicle production (M)	July 5 1973
estimated figures (M)	This week
motor trade turnover (M)	June 14 1973
Office development permits (Q)	June 28 1973
Overseas trade of the UK:	
direct exporters and credit terms (A)	May 10 1973
ECGD business (Q)	June 21 1973
unit value and volume index numbers (M)	July 12 1973
value, analysis of trends (Q)	June 7 1973
(*see also* Balance of payments)	
Pension funds, investments and assets (A)	Aug. 10 1972
Retail prices index (M)	July 5 1973
Retail trades:	
sales (M)	July 12 1973
sales, N. Ireland (M)	July 12 1973
stocks (M)	July 12 1973
Royalties, overseas transactions (A)	Apr. 12 1973
Shipping, nationality of vessels in UK sea-borne trade (A)	Nov. 2 1972
Steel consumption and stocks (Q)	June 21 1973
Stocks:	
distributive and service trades (A)	Apr. 28 1971
manufacturers' and distributors' (Q)	July 12 1973
retail (M)	July 12 1973
Television, overseas payments and earnings (A)	July 20 1972
Textiles:	
activity in the industry (Q)	Apr. 5 1973
carpet sales (M)	July 5 1973
cotton industry production (M)	July 5 1973
hosiery production (M)	June 21 1973
made-up clothing, orders and deliveries (M)	June 21 1973
orders and deliveries (M)	June 14 1973
wholesale houses' sales (M)	This week
wool exports (Q)	June 14 1973
wool output (M)	June 14 1973
Tourism:	
foreign visitor arrivals (M)	June 28 1973
overseas travel and tourism (A)	Dec. 21 1972
Wholesale prices:	
average prices of selected commodities (A)	Mar. 29 1973
index numbers (M)	This week

Dept. of Trade and Industry organisation etc.

Subjects	Last published
British commercial representation overseas	July 5 1973
Business Monitor titles	Sept. 21 1972
Customs notices of interest to exporters	June 21 1973
ECGD local offices	July 5 1973
Guide to DTI	May 31 1973
Official Receivers' offices	May 20 1970
Programme of trade promotions	This week
Release dates of economic statistics	June 28 1973

MISCELLANEOUS ADVERTISEMENTS

30p per line, minimum £1.50 payable in advance Box No. 50p
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Customs notices of interest to exporters

THE following Public Notices issued by HM Customs and Excise relate to various aspects of export procedure. Copies of these Notices may be obtained from the local Officer of Customs and Excise, whose address appears in the telephone directory and to whom all inquiries should be addressed, or from the Secretary, HM Customs and Excise, 39-41 Mark Lane, London, EC3R 7HE.

GENERAL NOTICES

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210	Temporary importation of films and similar goods for copying, printing, etc., to fulfil export orders.
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221	Process Inwards Relief and Pre-financing of export refunds on products for process.
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240	Compensatory Levy and the 'Holiday Period' throughout 1973.
275	Documentation of Exports for Statistical Purposes.
290	Export of personal and household effects.
300	Export reliefs scheduling scheme.
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750A	Community transit—list of Offices of Departure, Transit and Destination and Guarantee Offices in the United Kingdom, etc.
751	Notes on completing Community transit forms T1, T2 and T3.
752	Free circulation of goods in the European Communities.
753	Community transit—the simplified procedure for goods carried by rail.
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800	EEC Common Agricultural Policy: Customs procedures in respect to export licences.
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815A	Transitional modification of the origin condition described in Notice 815.
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DRAWBACK

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132	Sugar: all matters relating to the importation, warehousing and export of sugar and sugar goods, and to the use of surcharge-free sugar for certain purposes.
132A	Sugar: cessation of Import Duties and Imposition of Levies under the Common Agricultural Policy of the EEC and the Sugar Board Charge.
172	Hydrocarbon Oils: drawback of duty.
224	The examination of bottled beer, exported on drawback, at the premises of a licensed brewer for sale, or beer dealer, as an alternative to examination on the quay.
291	Claims for drawback on goods exported where there has been a variation in the duty rate.
372	Notice to exporters and other traders regarding goods exported, shipped as stores or deposited in bonded warehouse on drawback; authorisation of signatories to drawback claims.

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